Board of Trade Journal

Volume 198, No. 3799 Published by Her Majesty's Stationery Office 7 January 1970

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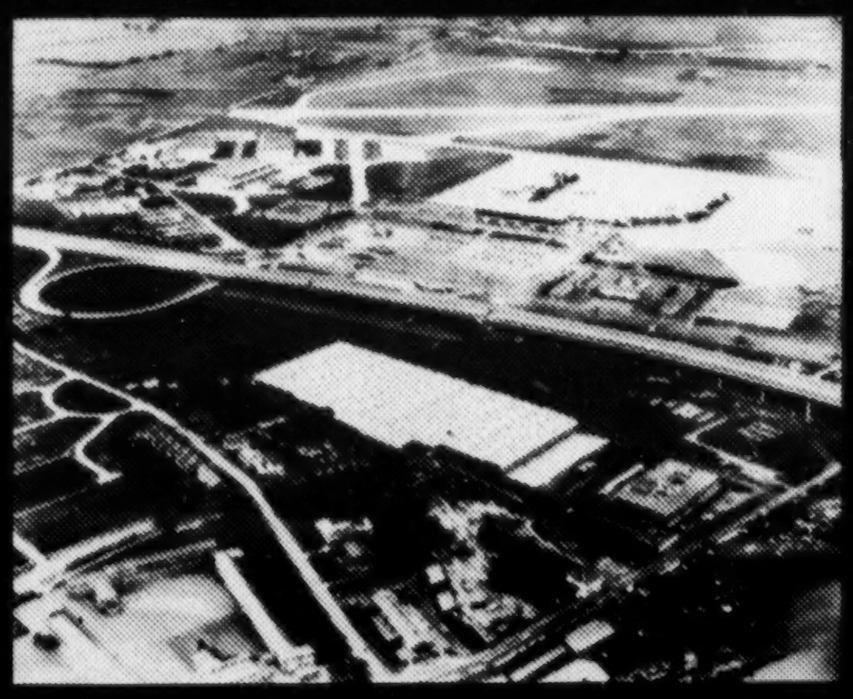
Project No.43...OZALID...
Project No.44...HOOVER...

Project No.45 for Galbraiths and Cochranes



Europe's largest grocery distribution centre

Completed in January 1969 and comprising 210,200 sq. ft. of warehousing and 34,200 sq. ft. of office accommodation, this is one of the many larger projects undertaken by Lyon. The Lyon team worked in conjunction with Galbraiths staff on the special problems involved, particularly site location in relation to distribution, and materials handling.

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Front cover photograph

TWO WEATHERILL L62B loading shovels moving over 5,000 cu. yds. of earth from a football ground in Southern Spain in preparation for a housing estate to be built on the site. The loaders were sold to Julian Bolinches y Cia by Auto-Catala S.A., who are the distribu tors in Southern Spain for F. E. Weatherill Ltd., of Welwyn Garden City. Other distributors in the country are H. Mugica covering the northern territories and Hispana Toledana, Central Spain.

The L62B, powered by a six cylinder diesel engine producing 135 b.h.p. (S.A.E.), is the second largest hydraulic loader of a range of eight different models which F. E. Weatherill Ltd., export to many countries throughout the world.

LATE ANNOUNCEMENT

Australia: Tariff Board inquiry on acetylsalicylic acid

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether acetylsalicylic acid tariff item 29.16.1 has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than January 14. Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2139), quoting Ref. No. CRE 94/70.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	22 Oct. 1969
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in invisible transactions (Q)	10 Dec. 1969
UK balance of payments (Q)	10 Dec. 1969
Bankruptcy orders (A)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	17 Dec. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	17 Dec. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Acquisition and mergers (Q)	5 Nov. 1969
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	17 Dec. 1969
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	22 Oct. 1969
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	10 Dec. 1969
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Electronic industry:	
Electronic capital equipment deliveries, research and development (Q)	5 Nov. 1969
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1969
Production exports and orders (M)	This week
ECGD business (Q)	3 Dec. 1969
Film industry:	
British Film Fund Agency returns (M)	19 Nov. 1969
Cinema admissions and takings (M)	17 Dec. 1969
Film rentals charged to exhibitors (A)	3 May 1969
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	24 Jan. 1969
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	30 July 1969
Household consumption (Q)	24 Dec. 1969
Footwear industry orders and deliveries (M)	17 Dec. 1969
Foreign trade:	
Commonwealth trade	7 July 1967
EFTA trade (Q)	17 Dec. 1969
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	5 Nov. 1969
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Direct orders (A)	3 Sept. 1969
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Value of overseas trade (M)	17 Dec. 1969
Value of overseas trade: analysis of trends (Q)	19 Nov. 1969
Gold and convertible currency reserves (M)	This week
Hairdressing trades turnover (M)	17 Dec. 1969
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Assets and liabilities of finance houses (Q)	19 Nov. 1969
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Industrial building (Q)	5 Nov. 1969
Industrial development certificates approved (Q)	25 April 1969
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Industrial production:	
Index Nos. (M)	31 Dec. 1969
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	24 Dec. 1969
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	17 Dec. 1969
Machine tools, deliveries and orders (M)	24 Dec. 1969
Man-made fibres:	
Analysis of production (A)	4 April 1969
Analysis of production (Q)	5 Nov. 1969
Production (M)	10 Dec. 1969
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Car and commercial vehicle production (M)	10 Dec. 1969
Motor trades turnover (M)	17 Dec. 1969
Office development permits (Q)	12 Nov. 1969
Partnerships registered (A)	7 Feb. 1969
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Assets (A)	30 July 1969
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Index nos. (M)	10 Dec. 1969
N. Ireland index (M)	3 Dec. 1969
Royalty transactions (A)	14 May 1969
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Movement at UK ports (M)	17 Dec. 1969
Nationality of vessels in UK sea-borne trade (A)	This week
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Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	17 Dec. 1969
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Overseas payments and earnings (A)	5 Nov. 1969
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Average prices of selected commodities (A)	21 Feb. 1969
Index nos. (M)	24 Dec. 1969

Board of Trade Departments, etc.

Subjects	*Last published*
Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1969
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	26 Nov. 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

SUBSCRIPTIONS,

ADVERTISEMENTS

REPRINTS.

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 18s. 6d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 25 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Advertisements. Inquiries concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1. (Tel. 01-248 9876), Ext. 6147).

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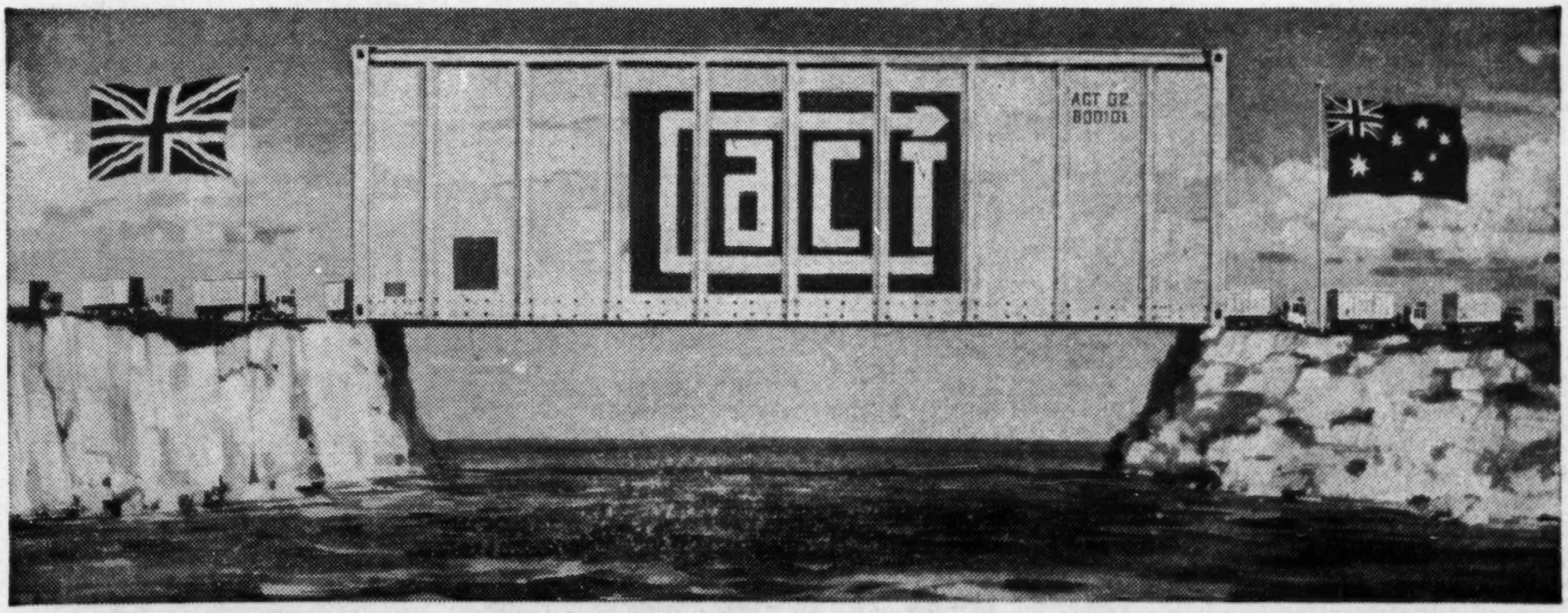

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Computerized export intelligence—introducing a new, personal service for exporters

By Gordon Booth, Director of Export Services Branch, Board of Trade

IN JUNE 1970 we are starting a new export service that has been planned and developed by the Board of Trade in consultation with industry during the past two years. The new service rests on developments in the field of automatic data processing and its purpose is simple: to supply precisely and rapidly the indidivual export intelligence requirements of thousands of different firms – in a way which saves the maximum possible staff time for exporters.

Only you know what kinds of export intelligence your firm needs. With the new service we can send you pre-sorted cards giving exactly what you require. This will be in place of the 40 or so pages published daily in the *Export Service Bulletin*, which will cease publication in June.

By intelligence I mean a world-wide service of hard news of export sales opportunities ranging up to millions of pounds, and essential market information. The Foreign and Commonwealth Office have 220 offices across the globe. These are staffed both by Diplomatic Service officers experienced in many countries and by foreign nationals recruited from the industry and commerce of the country in which they work. Much of their time is spent out of their offices making contact with key buyers in Government and industry. The vast majority of the intelligence they report to London springs from these contacts and is often exclusive.

The number of items published annually in the *Bulletin* has been increasing steadily and has now reached 30,000. These cover the interests of all sectors of British industry – the table shows some of the biggest product categories published during 1968 and 1969. We firmly believe that the volume of this valuable commercial intelligence can be increased yet further: our immediate aim is to push it up to 50,000 items by the end of 1971. But I am sure that industry will agree with me in believing that it is quality and early warning information which is valuable, even more than quantity.

In its 10 years of life the *Export Service Bulletin* has performed an essential function and is accepted as one of the key sources of commercial intelligence for exporters. As part of the planning for the new service the Board of Trade commissioned a survey, conducted last February by National Opinion Polls Market Research Ltd., of a sample of 550 firms. This survey found that exporters of all sizes and from all parts of the country held the Board of Trade's export promotion services in high regard and especially commended the *Bulletin*. But they went on to say that the new computerized service would meet their needs even more satisfactorily.

There are two major advantages for the exporter and potential exporter in this new service. The first is that the exporter can be certain that the information which comes to him each day, delivered by first-class mail, relates precisely to his individual needs. In other words the information is strictly about the *product or service* which that exporter offers; it relates to *countries* for which he has sought information; and it is the *type of intelligence* which he has requested. The second big advantage is that the exporter, having indicated his specific requirements, can then expect that commercial officers across the world will be on the look-out for precisely that type of information and indeed, in their initiative work, will be able to direct themselves to British industry's specific requirements.

We see as our immediate aim winning 10,000 exporters and potential exporters, of both visibles and invisibles, to the new service. At that figure there will be available a very comprehensive knowledge of the requirements of British industry. This knowledge will be of immense value when our overseas posts give on-the-spot advice to buyers asking for the names of British firms manufacturing particular products. When the buyers realize increasingly that *they* can get what they want from the service we shall have another factor pushing up the input of sales opportunities.

Firms already subscribing to the *Bulletin* know what we have been able to do to help them in the past. Non-subscribers should read the views of four firms about the present intelligence service which we are publishing on page 7 of this issue of the *Journal*.

By the end of January I shall have written to 30,000 firms in-

(*Continued on next page*)

How Export Intelligence serves industry

NUMBER OF export opportunities for each product group published in *Export Service Bulletin* notices in 1968 and 1969.

Product Group	1968	1969
Aircraft and watercraft	313	279
Boots, shoes and slippers	129	121
Brushes and brooms	47	61
Building supplies	657	1,624
Ceramic products	153	229
Chemicals, oils, fats, greases and paints	1,376	1,543
Clothing	599	848
Contracts for services and projects	1,076	1,008
Cosmetics, toilet preparations, perfumery and hairdressing equipment	75	121
Domestic appliances	266	492
Druggists sundries	159	101
Drugs and pharmaceutical preparations	376	609
Electrical machinery and apparatus	3,365	3,517
Fancy goods	166	257
Foodstuffs, beverages and tobacco	410	594
Furniture and floor coverings	271	345
Glass and glassware	145	196
Iron and steel	1,816	2,241
Jewellery, cutlery, goldsmith's and silversmith's wares	105	162
Leather and imitation leather	91	141
Livestock and appliances and equipment	68	154
Machinery and plant (including machine tools)	4,908	6,703
Medical and surgical instruments and appliances	469	652
Mineral products	211	227
Musical instruments	38	39
Non-ferrous metals	783	764
Nuclear power projects	—	216
Office machinery and equipment	274	359
Paper, printed paper and stationery	754	818
Photographic and cinematographic equipment	175	189
Plastics materials	320	339
Pre-fabricated houses and buildings	26	54
Radio apparatus (including record players, TV receivers and tape recorders)	549	583
Railway equipment	527	358
Rubber manufactures	274	700
Scientific and other instruments	1,199	1,528
Soap and cleansing preparations	74	97
Sports goods	100	144
Textiles	1,076	1,342
Timber, wood manufactures	69	81
Tools, hand and engineers' small (including portable power tools)	541	385
Toys, games and model engineering	78	108
Vehicles and parts	893	954
Watches and clocks	34	51
Miscellaneous	258	366
Total	25,293	31,600

Totals cannot be directly related to the total numbers of Bulletin Notices published yearly because some notices are not concerned with products and others are classified to more than one product group.

COMPUTERIZED EXPORT INTELLIGENCE, *continued*

viting them to subscribe to computerized export intelligence. I hope everyone will consider this very carefully indeed. If your firm has not received its invitation by the end of this month please contact Export Services Branch, Board of Trade, at Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) or your Board of Trade Regional Office.

HOW THE SERVICE WILL WORK

All we invite the exporter to do is to register what countries, products and range of intelligence he is interested in. He will then get cards despatched by first-class post to reach export managers' desks within 48 hours of our receiving them from overseas. If still more urgent treatment is needed we shall be in touch with firms by telex or telephone.

In more detail:

(*a*) ***You can specify the countries for which you need export intelligence.***

(*b*) ***You can state your product requirements.***

You will be asked to do this in very precise terms. The system of definition that we shall use is similar to that being introduced by HM Customs and Excise for their import/export classifications. Special identification will be necessary for project information (e.g. news of a new power station, irrigation scheme, hotel or school building programmes) and opportunities for consultancy and other services, because subscriber interests may cut product definitions.

(*c*) ***You can choose any of the following range of intelligence:***

1. Specific export opportunities.
2. Short market pointers to new trade opportunities.
3. Market reports.
4. Overseas agents seeking British principals.
5. Calls for tender.
6. Successful bidders for foreign contracts.
7. Information about overseas buyers visiting the United Kingdom.
8. Opportunities for co-operation with overseas manufacturers (shared production or licensing of know-how, designs, trade marks, etc.).
9. Changes in tariff and import regulations in overseas countries.
10. International aid and loan agreements.
11. Trade agreements.

Information on the following will be provided to interested subscribers free of charge.

12. Advance notification about overseas trade fairs.
13. Advance notification of British Weeks and store promotions taking place with Board of Trade Assistance.
14. Quarterly reports (250-300 words) on the latest economic and trading situation in over 100 countries.

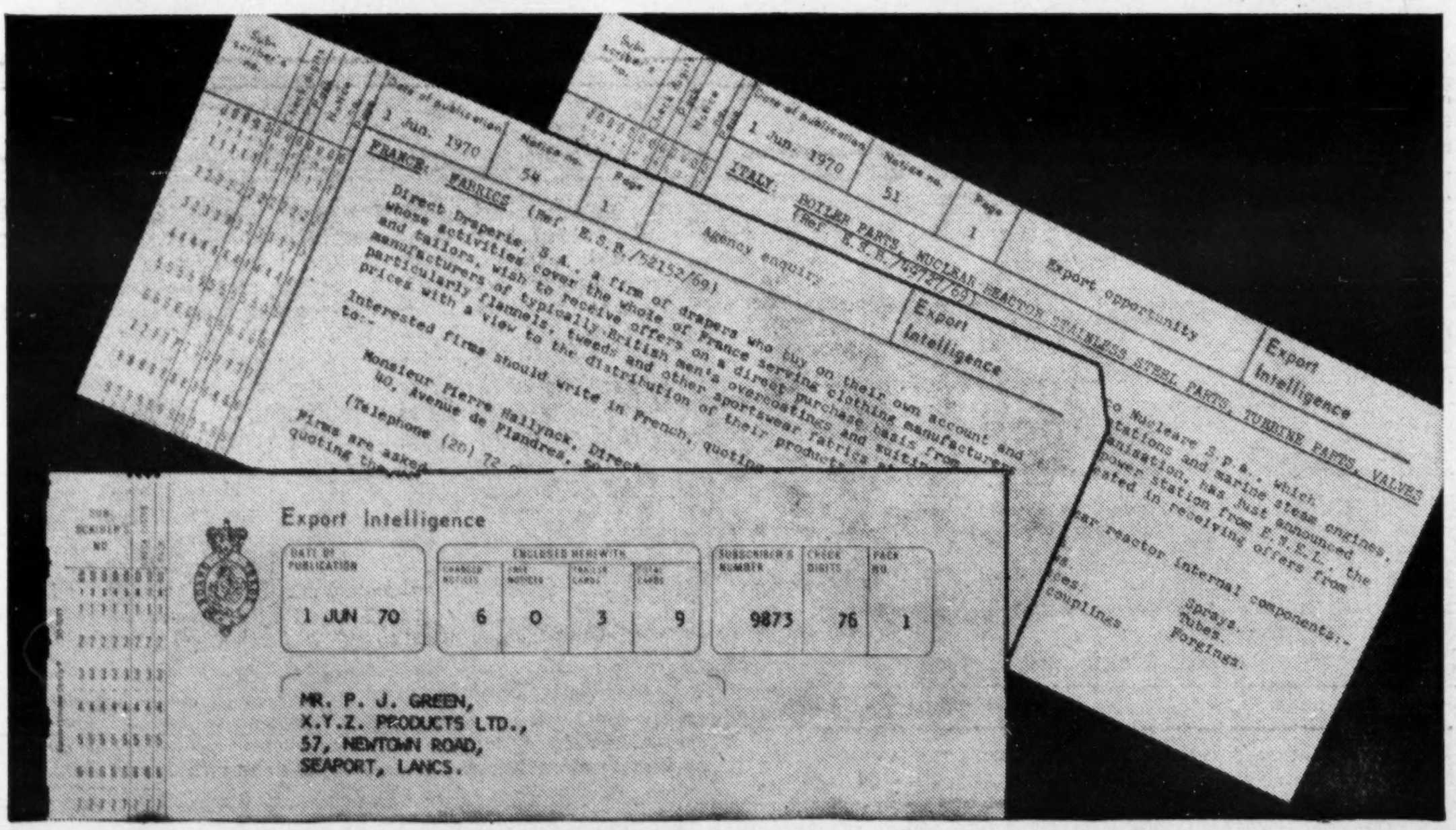
These detailed requirements of individual exporters will be filed on the new Board of Trade computer (an ICL 1905 E). The computer and card printing and sorting machinery have capacity to handle the requirements of the new service without interruption. The incoming opportunity information from overseas posts will flow as at present to Export Services Branch at Hillgate House in the City, and it is here that editing and classifying processes will be carried out.

An important point is that exporters can amend any of their stated requirements at any time.

Subscription cost

A fee of £25 pays for cards on every country and subject for which you have registered, up to a maximum of 500 during the 12 months from the date of your firm's subscription. You will be charged for a further £25, either on your anniversary of joining (if you have received fewer than 500 cards) or as soon as you have reached 500 cards.

We have had a good deal of consultation about these charges with individual companies, trade associations and chambers of commerce, the Confederation of British Industry and the British National Export Council. These people, who know very well the enormous costs of acquiring accurate and rapid commercial intelligence, tell me that the charges we have set seem modest and reasonable. But they tell me also – and this the Board of Trade and our colleagues in the Diplomatic Service accept – that what matters is whether the new Export Intelligence service will produce the right quality and quantity of information for which the exporter has registered. This we are determined to provide.



'Invaluable market information'

What do subscribers to the *Export Service Bulletin* think of this service; how do they use the information it provides – and what do they think of the new Export Intelligence Service to be introduced in June 1970? Four typical subscriber companies have been talking to Geoffrey Collins of the Board of Trade's Information Division.

CRAIG-HUBBUCK (LONDON) LTD., James Galt & Co. Ltd., International Combustion Ltd., and Mirrlees Blackstone Ltd., are four very different companies with two things in common. All are very successful exporters, and all are subscribers to the *Export Service Bulletin* who will, later this year, become subscribers to the new, computerized Export Intelligence Service. They have taken this decision already, even before full details of this new service have been published, Why?

'Because', says Mr. G. D. Toogood, overseas liaison director of International Combustion, 'the old *Bulletin* has for years given us invaluable market information and the new service, by all accounts, will improve still further on that.'

In saying this he speaks for all four. But what, in more specific terms, is the value of the information given in the *Bulletin?* How does a typical firm make use of it and with what results?

Craig-Hubbuck market paints and a range of sophisticated industrial finishes. Mr. R. J. McCausland, the managing director, studies the *Bulletin* every morning. 'Naturally, whenever I see a market opportunity which matches our products we put in an immediate quotation, either directly or, if we are already represented in the market, through our agent,' he says. 'How successful are we? Obviously, we are not successful every time by any means, but this is not really important. What matters is that we have located another potential customer and made ourselves and our products known to him. It is then up to us to make sure that our name comes to mind next time he is in the market. Then, if our prices are right, we will do business.'

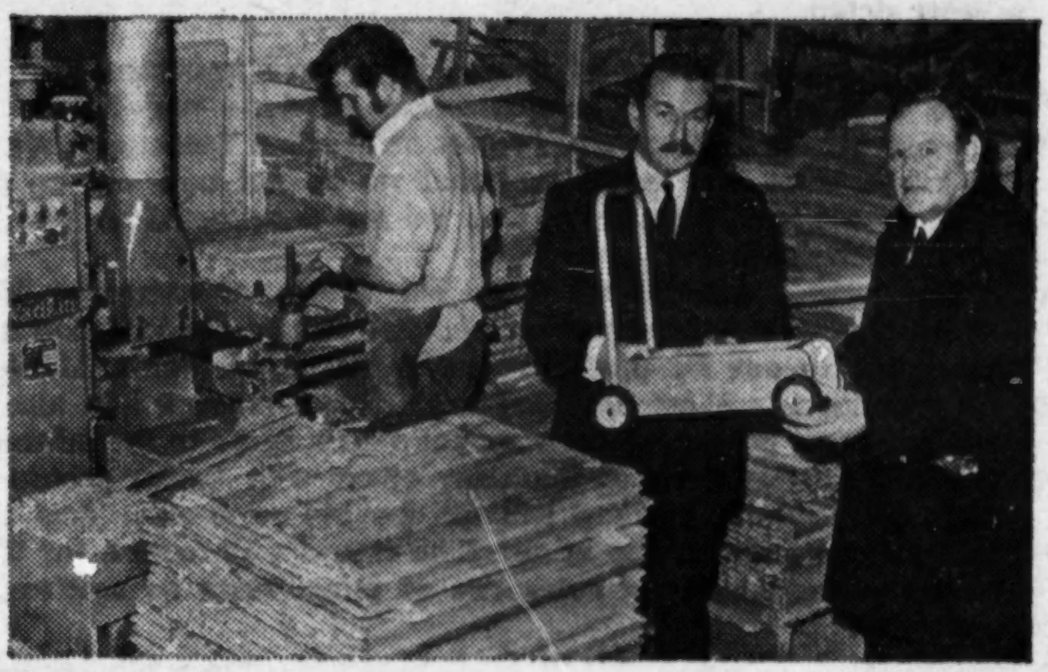
But it is by no means only the direct market opportunity that leads to contacts and to business. 'Take this item here,' Mr. McCausland continues. 'Here is someone in Singapore who wants to buy 500 tons of steel sections. You might say that this is nothing to do with us, but not a bit of it. Steel needs to be treated with protective paints – of the kind we sell. It is well worth our while to offer it to the buyer and, although we do not expect a sale on this occasion, he is obviously a big steel user and someone we ought to know.'

The other companies agree with this completely. 'You mention paints,' says Mr. Toogood. 'Suppose we see that a firm is inviting tenders for the supply of large quantities of pigments and other paint ingredients. Now, as well as boilers we manufacture a range of process plant inctuding grinding mills of types used in paint manufacture. Such an opportunity may well lead us to a new customer and so we take it up with our agent, instructing him to find out more about the firm and particularly about their plans for replacing or expanding their plant.'

Mr. G. Fox, field superintendent of Mirrlees Blackstone takes up the point about use of an agent. 'Everyone understands that a safatistory relationship with an agent demands that the principal should take a close and active interest in his work,' he says. 'Information gathered from the *Bulletin* helps to maintain this. Often, an opportunity can be published before the agent in the territory has reported it to his principal and it can be very salutary for him to hear of an opportunity from this source. It shows that his work is being monitored at long range and spurs him on to greater efforts on his principal's behalf.'

Mr. M. T. Middleton-Evans, a director of Galts, does not use

(Continued on next page)



Mr. M. T. Middleton-Evans (centre), director of James Galt & Co. Ltd., Cheadle, Cheshire, shows Mr. G. Salt of the Board of Trade's North-West Regional Office the Galt Baby-walker which figured in a recent $100,000 order from the United States. During the past year the company's exports have risen dramatically and are expected to reach £¼ million. Even closer liaison on export promotion between the Board's Regional Offices and companies in their areas is planned for 1970.

Mr. H. W. Jackson (left), chairman and managing director of International Combustion Ltd., seen here discussing computer programmes at the company's Derby works, well understands the potential value of a computerized Export Intelligence service and his company will be among the first to subscribe. The International Combustion group was particularly successful in the export field last year, having obtained overseas orders worth over £20 million.

'INVALUABLE MARKET INFORMATION', *continued*

agents. He believes strongly in getting out on to the ground to sell in person his company's somewhat specialized range of educational equipment, teaching aids and toys, and finds the *Bulletin* a valuable supplement to his own 'intelligence service'. An invitation to tender for the construction of a school or college means to him that, sooner or later, that school will have to be equipped. Seeing such an opportunity he moves quickly.

How do these typical *Bulletin* users see the new, improved service to start in June? Despite the difference in size and products, all four find that the *Bulletin* at present yields, in an average week, between five and 10 direct opportunities on which they feel positive action is required. Obviously, if these can be pre-selected by computer there will be a considerable saving in the time now devoted to extracting them from the *Bulletin*. This saving is the more valuable because it is usually the senior man who himself selects the items of interest.

This selection process is seen as being very important and all four were interested in how it would be done under the new scheme. Mr. B. H. Mears, a director of Mirrlees Blackstone, wants to know, 'How can we be sure that we do not miss out on the kind of indirect opportunity that we are accustomed to picking up from the *Bulletin*?'

The answer satisfied all four. The scores of categories into which opportunities and market pointers will be divided allow the subscriber to opt for the 'tailor-made' service he wants. Mirrlees Blackstone, as makers of diesel engines, are interested in almost any industrial project, whether or not diesels figure in the information quoted. For them, as for many others with similar problems, the new 'Projects' heading will fill the bill admirably. And the fact that a subscriber can at any time extend – or reduce, for that matter – the number of categories of information he receives is attractive.

So, too, is the exclusivity of the new service, which will be made available only to British firms engaged in promoting exports, visible or invisible.

Above all, the intention to increase the number of opportunities uncovered by our Embassies and Consulates-General makes the new service immensely attractive. 'No single company can maintain an overseas sales force of close on a thousand – which, I believe, is the number of people you have in commercial posts abroad,' says Mr. Toogood. 'It would be stupid to ignore their work by not subscribing.'

And that is how we see it, too. Thank you, gentlemen for your views.

BoT speakers at LCC forums

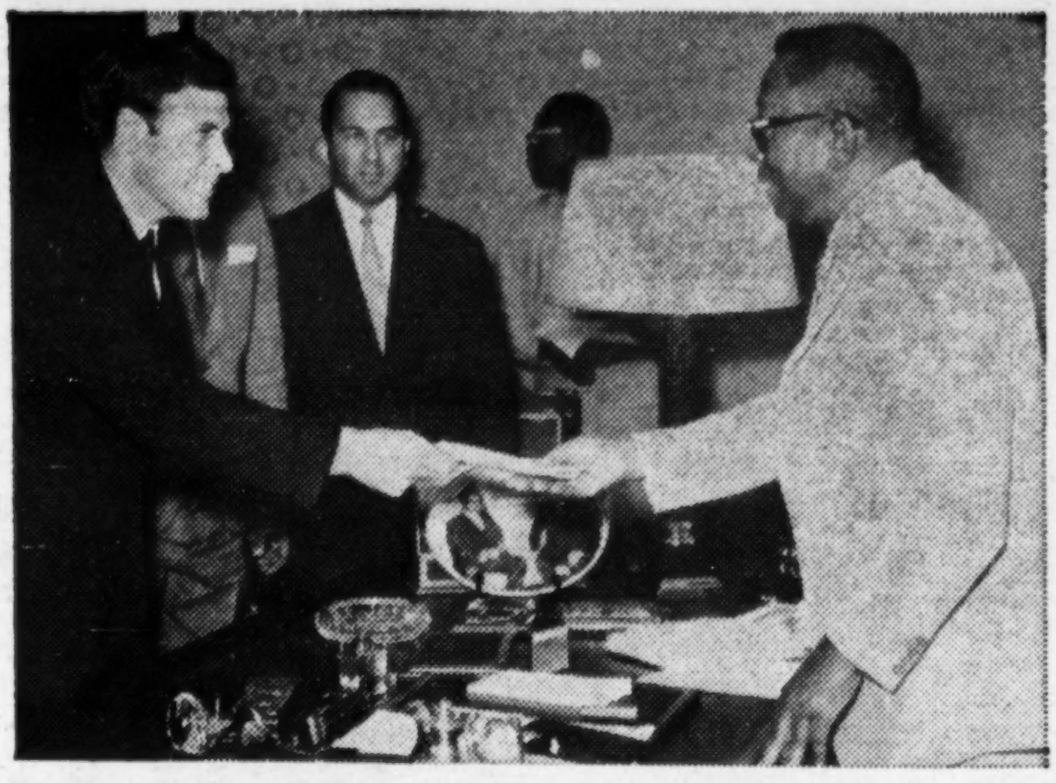
MR. GORDON BOOTH, director of the Board of Trade's Export Services Branch, will be speaking on the Board's computerized export intelligence service at the London Chamber of Commerce Forum on 'Information Storage and Retrieval' on January 29. The chairman will be Mr. Cyril G. Monk, chairman and managing director, Learning Systems Ltd., and the guest of honour at the luncheon Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology.

Another LCC Forum, on 'Barter Trading,' will be held on February 18, when Mr. G. C. Dick, Assistant Secretary, Commercial Relations and Exports Department, Board of Trade, will be one of the speakers. The chairman will be the Earl of Limerick.

Both Forums will be held in the Elizabeth Suite, Barrington House, Wood Street, London, E.C.2. Further information from LCC Forum, 69 Cannon Street, London, E.C.4.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 *a.m. to* 5.30 *p.m.*



President William Tubman of Liberia receiving congratulations on his 74th birthday recently from Mr. R. L. Squire, general manager of Evans Medical (Liberia) Ltd. Mr. Squire headed a five-man delegation from the Liberian Chamber of Commerce to present a gift and greetings to the President on his birthday. Among those who attended the President's birthday celebrations was Mr. M. J. Smith, managing director of Evans Medical Ltd. (Speke, Liverpool) who was visiting Monrovia. (Evans Medical (Liberia) Ltd., a subsidiary of the Glaxo Group of Companies are purchasing agents for the National Public Health Service of Liberia.)

Hearing Aid Council

THE HEARING AID COUNCIL, created by the Hearing Aid Council Act 1968, came into being on December 29, 1969.

The Act provides that all dispensers of hearing aids which are provided commercially, and persons employing such dispensers must register with the Council. Registration must be completed before June 29, 1970. The Council is required to advise on the training of persons engaged in such business, and to regulate trade practices.

The Chairman of the Council is Mr. Harold Campbell, All inquiries and requests for application forms for registration should be made to the Registrar of the Hearing Aid Council, Mr. David Reid, 16 Mumford Court, Lawrence Lane, London, E.C.2.

Sir Leslie Robinson appointed to ECGD Advisory Council

THE EXPORT CREDITS Guarantee Department announces that the President of the Board of Trade has appointed Sir Leslie Robinson to the Export Guarantees Advisory Council: the Council advises the Department on its 'commercial' operations.

Sir Leslie Robinson is industrial adviser to J. Henry Schroder Wagg, chairman of the NEDC Electrical Engineering Committee, a member of the General Council of the BNEC and a director of several national companies.

ECGD backs £4.5 million contract for two bulk carriers for Norway

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on December 18, 1969, covering the financing of two 24,800 tons deadweight bulk carriers worth £4.5 million for Norway.

The vessels which will be owned by A/S J. Ludwig Mowinckels Rederi, are scheduled for delivery in April and July 1970, and are being built by Smith's Dock Co. Limited of Middlesbrough (a member of the Swan Hunter Group).

The loan, of £3·6 million, is being made available by Barclays Bank Limited and is repayable over a period of 10 years from the scheduled date of delivery of the vessels.

New Year's Honours for services to export

LORD BROWN, Minister of State, Board of Trade, who has special responsibilities for exports was appointed a Privy Councillor in the New Year Honours List.

The following awards were cited 'for services to export':

Honour	Name	Position
Knights Batchelor	Ronald McLeod Fairfield	Deputy chairman and managing director, British Insulated Callender's Cables
	Philip Jack Oppenheimer	Managing director, The Diamond Trading Company, director of Anglo American Investment Trust; of British South Africa Company; of De Beers Consolidated Mines; and of other companies
	Frederic Seebohm, TD	Chairman, Export Guarantees Advisory Council
	Rudy Sternberg	Of the Sterling Group of Companies, chairman, British Agricultural Export Council
	Richard Dilworth Young	Chairman and managing director, Alfred Herbert, director Commonwealth Development Finance, and of Rugby Portland Cement
	Dr. Lionel Alexander Bethune (Alastir) Pilkington	Technical director, Pilkington Brothers.
CBE	A. J. F. Andrews	Chairman, Clark Equipment
	J. W. Atwell	Chairman, Engineering Division, Weir Group
	Colin Chapman	Executive chairman, Group Lotus Car Companies
	S. H. Gaylls	Lately technical director, Motor Car Division, Rolls-Royce
	E. E. Hopwell	Chairman, Marwin Holdings
	F. N. Lloyd	Chairman, F. H. Lloyd & Co.
	A. R. Miller	Chairman and managing director, Motherwell Bridge (Holdings)
	J. E. Pateman	Deputy chairman and joint managing director, Elliott Flight Automation
	J. A. Wellings	Chairman and managing director, George Cohen 600 Group
	H. Eccles-Williams	Managing director, Rabone Petersen and Co.
OBE	P. E. Bray	Director, Twinlock International
	E. M. Breeze	Chairman, William Boulton (Holdings)
	E. K. Willing-Denton	Lately director, Mond Division, Imperial Chemical Industries
	H. J. Dolman	Chairman and managing director, Brecknell Dolman and Rogers
	D. P. Gillard	Sales director, Boosey and Hawkes
	J. E. Hartill	Managing director, Minton
	D. W. A. Lewis	Director, Clothing Export Council
	A. C. McKechnie	Consultant to the Latin American Committee, British National Export Council
	C. H. C. Macmillan	Lately chairman and managing director, E. and S. Livingstone
	F. Murphy	Executive director (sales), Hawker Siddeley Aviation
OBE—*continued*		
	K. Neve	Director, Turner & Newall
	L. W. Piggin	Export director, Charles Thackray and Sons
	C. D. Pike	Chairman and managing director, Watts Blake Bearne and Co.
	A. E. Pollard	Home sales director, A. A. Jones and Shipman
	J. L. Seccombe	Executive vice-chairman, Slumberland Group
	E. Slack	Sales director, Thomas Ryder and Son
	E. S. Taylor	Assistant overseas director, Confederation of British Industry
MBE	L. G. Ancell	Assistant shipyard manager, Vosper
	Leslie William Bayer	Marketing director, Cross Paperware Ltd., Dunstable
	F. C. Brookes	Sales director, J. and G. Meakin
	R. S. Chetland	Chairman and managing director, Chetland Industries (Birmingham)
	J. R. B. Clist	Director and marketing manager, Brintons
	H. M. Colyer	Sales director, British Berkefeld Filters
	J. L. Day	Export sales manager, Thermos
	M. Griffin	Manager of market research department, Smiths Industries
	P. J. C. Harbutt	Export director, Harbutt's Plasticine
	R. P. Irons	Director, Hodder Publications
	L. W. R. Morley	Chairman, Vacu-Lug Group of Companies
	W. A. Motley	Director, W. A. Motley
	P. J. Olsen	Export sales manager (hose division), Super Oil Seals and Gaskets
	S. W. Pearson	Works manager, Castleford Factory, United Glass Containers
	Felicity Peck	Managing director, Watford Glass Company, Watford
	Miss Joan Putwain (Mrs. Hudson)	Secretary, British Mantle Manufacturers' Association
	J. W. Rigby	Technical and works director, Kangol Magnet
	J. W. Roberts	Assistant managing director and director of sales, Preformed Line Products (G.B.), Andover
	D. V. Ward	Manufacturing manager, Ruston Gas Turbine
	M. Williams	Honorary chairman, West Riding Branch, Institute of Export
	J. P. Yorke	Managing director, Govancroft Potteries
	C. M. C. Young	Head of tariffs department, Confederation of British Industry

Government Publications

required by customers in North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

New Deputy Chairman, Customs and Excise

IT WAS ANNOUNCED from the Prime Minister's Office on December 31, 1969 that HM the Queen has been pleased to approve the appointment of Mr. Ronald Walter Radford, at present a Commissioner of Customs and Excise, to be deputy chairman of the Board of Customs and Excise in succession to Mr. A. W. Taylor, who retires from the public service next April, and of Mr. Clifford Thomas Cross and Mr. Harold Fairbairn Christopherson to be Commissioners of Customs and Excise.

New Customs Tariff

HM CUSTOMS and Excise reminds importers, exporters and agents that the new Customs and Excise Tariff and Overseas Trade Classification (short title, the Tariff) came into effect on January 1. For the first time exported goods are to be classified for statistical purposes similarly to imported goods. The change is explained in Notice 467 obtainable from main offices of Customs and Excise.

Exporters and their agents are reminded in particular that in order to ensure the accuracy of the monthly overseas trade statistics, it is essential that export specifications be submitted promptly. Any traders experiencing difficulties in using the new classification for exported goods are invited to seek advice either direct from the Statistical Office (Southend-on-Sea (0702) 49421, Extensions 204 and 205), or from any local Office of Customs and Excise.

New members for BNEC Asia Committee

THE BRITISH National Export Council have announced the appointment of an additional six new members to the BNEC Asia Committee.

They are: Mr. J. Hamilton, export director of Upper Clyde Shipbuilders Ltd. of Glasgow; Mr. G. C. Nichols, chairman and managing director of Rotaprint Ltd.; Mr. R. McCowan, director, Paterson Simons and Ewart Ltd.; Mr. Louis Portman, marketing director of British Leyland Motors Ltd. (Trucks and Bus Division); Mr. D. Stanley, marketing director of Platt Brothers (Salop) Ltd. and the Hon. Robin Johnstone of N. M. Rothschild and Sons.

Good response for BNEC export award

THE BRITISH National Export Council has received 149 entries for their Export Award for smaller firms. The closing date was December 15, and all but nine of the entries are eligible to go forward for final judging.

A BNEC spokesman said that they had been particularly pleased with the response. 'Entries have come from all over the country and include companies employing as few as five people to the maximum of 200. The products manufactured by the companies vary from sophisticated components to food and leisure goods.'

Judging will take place on January 29 and the panel will consist of the Director General of BNEC, Mr. Peter Tennant; the Commercial Director of BOAC, Mr. Richard Hilary; the Director General of the CBI, Mr. W. O. Campbell Adamson; and the General Secretary of the TUC, Mr. Victor Feather.

The five winning companies will receive their awards on March 4 at the Savoy, London, from the chairman of BNEC, Sir Peter Runge.

BEAMA plan Far East symposium

THE BRITISH Electrical and Allied Manufacturers' Association are planning a symposium for electricity supply engineers in South East Asia, to take place in about November. The project will be organized by BEAMA with the co-operation of the CEGB and Area Boards and with the support of the British National Export Council.

Exchange control: travel and cash gifts

HM TREASURY announced on January 1 that from midnight on that date the restrictions on expenditure by United Kingdom residents on all forms of travel outside the sterling area (except to Rhodesia) were abolished. Certain formalities will be maintained for the purpose of preventing the unauthorized export of capital. The normal annual limit for cash gifts by individuals to non-residents will be increased to £300.

The following are the main details of the new arrangements:

Hotel bookings, fares and travel services

The cost of accommodation, fares, car hire, cruises and other travel services may be paid for in sterling without limit through a United Kingdom travel agent or bank. Form V arrangements are ended.

Private travel

For private (non-business) travel, including travel for holiday, medical, cultural, etc., purposes, United Kingdom residents may obtain on demand from banks and authorized travel agents foreign exchange (currency, travellers' cheques, letters of credit, etc.) up to £300 in value per person for each journey.

The amount of foreign currency, etc., supplied will continue to be entered in the traveller's passport.

If more than £300 per person is required for a private journey, application must be made on a Form T to the Bank of England, but the traveller may if he wishes be issued with £300 immediately. There is no limit to the number of journeys for which foreign currency can be obtained, or to the amount of currency allowed for genuine travel expenditure, but certain checks will be maintained in cases where unusually large amounts of currency are applied for.

Business travel

A United Kingdom resident travelling for business or professional purposes may, like other travellers, draw up to £300 on demand. Those who require more than £300 may obtain on demand from a bank or authorized travel agent, subject to a formal written declaration on a Form T as to the purpose of the expenditure, a total sum amounting to £40 for each day they intend to remain abroad within a maximum of £2,000. For larger amounts prior application must be made to the Bank of England.

Export of notes

The amount in sterling notes which a traveller may carry with him from the United Kingdom is increased to £25; the amount of foreign currency notes is increased to the equivalent of £300.

Credit cards

Arrangements are to be made which will enable both business and other holders of credit cards to use them to meet their travelling expenses abroad. Holders of cards will be notified in due course by the companies concerned of the new arrangements which apply to them.

Unused foreign currency

Sterling travellers' cheques which have not been used may now be retained for six months. Unused foreign currency and travellers' cheques, etc. denominated in a foreign currency must as before be sold back to a bank or travel agent within one month or, if the journey lasts longer, on return to the United Kingdom.

Permitted use

The abolition of restrictions on travel expenditure does not affect the legal position regarding the use of foreign exchange for purposes other than normal travel expenditure. For example it remains illegal for foreign exchange obtained for travel to be used for making payments in connection with the acquisition of stocks and shares, land, houses, flats, life assurance or other capital expenditure. Restrictions continue on the use outside the sterling area of ordinary cheques drawn on a United Kingdom bank account or travellers' cheques marked for use only in the sterling area.

Cash gifts

The amount which a private individual resident in the United Kingdom may, from his own resources, make as a cash gift in each calendar year to residents outside the sterling area (except to Rhodesia) is increased from £50 to £300 in total. Amounts in excess of this figure will continue to be allowed in special circumstances, e.g. when it is shown that the remittance is necessary to relieve hardship.

Further advance factories for South Wales

MR. GEORGE THOMAS, Secretary of State for South Wales, announced on December 23, that the Ministry of Technology are to build further advance factories in the Rhonda, Maesteg and Bargoed areas as part

of the Government's continuing effort to offset the effects of the run-down of the coal-mining industry.

The programme is being undertaken in accordance with the arrangements announced in November 1967 for the Special Development Areas which include the replacement of advance factories which have attracted tenants.' Each of the factories will be of 25,000 sq. ft. in area and they will replace factories of similar size which were allocated in October and November of this year.

Notes

Since November 1967, 15 advance factories in the Special Development Area have been allocated to industrial tenants. A further advance factory in the Special Development Area at Ammanford is completed but un-tenanted and two other factories are either under construction or planned in the Special Development Area.

The factories announced follow the letting of similar factories to Easton Sweetland Holdings Ltd., Ynshire, Rhondda in October and in November to Midcast Numerical Controls (Wales) Ltd., at Maesteg and to Penny & Giles Ltd., at Pontllanfr ith in the Bargoed Employment Exchange Area.

Queen's Award firm expands in Northern Ireland

UNITED CHROMETANNERS LTD., are to expand their production o light leathers at Shrigley, Co. Down, in a 50,000 sq. ft. extension announced by Ulster's Minister of Commerce, Mr. Roy Bradford. They are also to set up a new 70,000 sq. ft. tannery in the village in association with a number of other firms in industry. The additional facilities will provide a further 100 jobs, over 70 of them for men.

Almost all of the output from Shrigley is for the export market including Western Europe, Canada, United States, Australia and the Far East. Established in 1939 in a former flax mill, United Chrometanners now employs some 370 people in the production of light leathers suitable for women's shoes, specializing in the processing of goat skins. They also engage in the processing of sheep skins. In 1966 the firm received the Queen's Award to Industry for export achievement.

Stanley-Bridges to move to N. East Development Area

STANLEY-BRIDGES, manufacturers of do-it-yourself and industrial power tools, announce that during 1970 they will be building a factory at Cramlington new town in Northumberland. This new factory is part of the company's expansion programme and will give increased production facilities on all product ranges.

Eventually all departments and functions of the company will be contained at the new location, but after sales service facilities will continue to operate in the London area. The new factory will initially create jobs for about 300 people.

Structure of the textile industry

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has established a small group under the chairmanship of Mr. Harold Lever, the Paymaster General, to consider the situation brought about by the recent announcement by Imperial Chemical Industries Limited of their intention to make an offer for the shares of Viyella International Limited. Mr. Edmund Dell, Minister of State at the Department of Employment and Productivity, who is concerned with monopolies and mergers policy, will be a member. The chairman of the Industrial Reorganization Corporation and the chairman of the Textile Council will participate in the work of the group.

The group will consider the structure of the textile industry. It will advise the Minister and the Government generally on policy to enable the fibre and textile industries to compete most effectively at home and abroad in the best interests of producers, users and consumers of textile products.

Eleventh international machine tool design and research conference

THE Ministry of Technology announce that the eleventh International Machine Tool Design and Research Conference will be held in the Department of Mechanical Engineering, University of Birmingham, between September 14 and 18.

The Conference will follow the pattern of the 9th MTDR Conference held in the same Department in September, 1968, and is being organized to consist of two parts: Introductory Sessions to be held on September 14 and 15; Conference Sessions to be held on September 16-18.

The detailed programme of the Conference is now being drawn up. Invitations for papers are being extended not only to research workers in the field of production processes, machine tool design and performance but also to practising engineers and production engineers from the machine tool manufacturing and utilizing industries. The Organizing Committee is particularly keen to obtain offers of papers on the design and development of metal cutting and forming machine tools.

Offers of papers giving title, authors and a short synopsis should be submitted to the Organizing Committee by January 31. The final manuscript of the paper must be submitted to the Organizing Committee by April 1, Further particulars can be obtained from: The Organizing Secretary, 11th MTDR Department of Mechanical Engineering, The University, PO Box 363, Edgbaston, Birmingham 15.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the date specified.

Number	Grantee	Subject-Matter
	December 4 1969	
850,866	Philco-Ford Corporation	Heat interchange apparatus
878 298	Agfa Aktiengesellscahft	Apparatus for the photographic printing of colour transparencies
1,016,800	Dennis Tak Wai Lam	Garment hanger
1,069,689	Hydrocarbon Research Inc.	Gas absorption
1,105,102	Solvay & Cie	Impermeable coatings
1,142,219	Kugelfischer Georg Schafer & Co.	Piston rod seal for a fluid-pressure cylinder

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

The Patent Office

E. ARMITAGE,
Comptroller

IRC board re-appointments

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has reappointed Sir Joseph Lockwood and Mr. Charles Villiers, respectively as chairman and member of the board of the Industrial Reorganization Corporation. Sir Joseph Lockwood's present appointment terminated on December 31, 1969, and he has agreed to continue as chairman for a further period of six months. Mr. Villiers' present appointment terminates on January 31, 1970, and he has accepted reappointment for a further year,

BEHA chief forecasts faster export expansion

MR. KENNETH THOROGOOD, chairman of the British Export Houses Association, whose members handle or finance more than £1,200 million worth of exports a year, said in a New Year's message:

'Export prospects for Britain in 1970 are good and our performance will show a greater rate of expansion than most other countries. Our trade is better spread than that of our major exporting competitors and should there be any slowing-down of world trade —which I do not think will happen—we would not feel it so deeply.'

Application for reduction of import duty on ceramic tiles

THE BOARD OF TRADE give notice that the definition given in the announcement on page 1569 of the *Journal's* December 10 issue should have read:

'Tiles of a thickness not *less* than ⅜ inch; double tiles intended for splitting before use, of an overall thickness not less than 1¼ inches', ex tariff sub-heading 69.08 (A) (2).

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts 1956 and 1968)

Additions and Amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between October 1 and December 31, 1969, is given below; the amendments are shown in italics. The index as it stood at July 30, 1957, was published in the *Board of Trade Journal* on August 16, 1957 (pages 371-378), to which subsequent additions and amendments have been published at approximately quarterly intervals – the last on October 8, 1969.

The purpose of the index is to help the public in searching for agreements in the public register itself. The index shows commodities which are the subject of agreements on the register, and the commodities are described exactly as they are in the particulars submitted to the Registrar of the agreements concerned. Where an agreement operates in a particular area, this has been indicated whenever practicable. The symbol 'B' placed in the index against an agreement denotes that a direction has been issued, copy of which is on the registered file, discharging the Registrar from his obligation to take proceedings in the Restrictive Practices Court in respect of that particular agreement during the continuance in force of the direction. Symbol 'C' indicates that the agreement in question has been referred to the Restrictive Practices Court and that the Court has made a declaration or order, a copy of which has been entered on the registered file. Symbol 'D' means that an agreement has been determined; 'E' signifies that an agreement has expired or will expire at a given date; and 'F' indicates that an agreement has been varied, whether by the removal of registrable restrictions or otherwise as to its terms or parties, so that it would not have been registrable at all had it taken the varied form at the time of registration. The date following each symbol, indicates the month concerned.

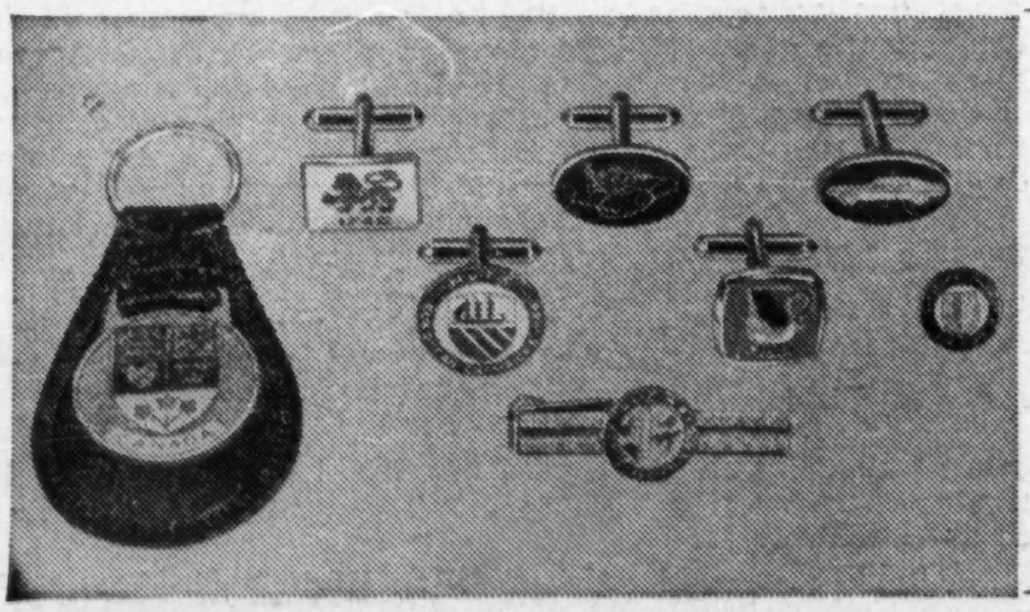
'D' and 'F' Agreements

The list below, heading 'D' and 'F' agreements, brings up to date at December 31, 1969 the list of agreements determined or varied as described above. Although these agreements already appear in the above mentioned list of additions and amendments, they are shown separately under this heading for the benefit of readers. Agreements which were registered as running for a specified period which has now expired, or will expire on a given date (i.e. those marked 'E' in the main list), are not included in the 'D' and 'F' list; in many cases these 'E' agreements are intended to be renewed or remade in a similar form on expiry.

It should be noted that the inclusion of an agreement about a commodity in the 'D' and 'F' list does not necessarily mean that there are no other restrictive agreements about that commodity. Further, a 'D' or 'F' agreement may sometimes be replaced by a new agreement which will appear in the main list of additions and amendments when it is registered.

Additions and Amendments to the Register

Registered No. of Agreements	Commodity
	B
608	Bricks, *add F.4/69.*
	C
1847	Cycles, *delete F.4/60, add D.11/69*
3148	Carbonized wool, scoured wool, *add C.7/69*
3162	Construction of buildings
889	Coal preparation plant, *add B.10/69*
	D
1151	Diesel fuel, gasoline, Plymouth, *add B.10/69*
1343	Diesel fuel, gasoline, *add B.10/69*
2952	Diesel electric locomotives, *add D.12/69*
	F
3214	Fireworks, *add B.10/69*
137	Flowers, fruit and vegetables, Manchester, *add F.3/69*
2643	Foams, liquors and chemicals for fire-fighting, *add D.12/65*
	G
3276	Glucose, sugar, D.7/69
	H
552	Hardware, *add F.11/69*
1200	Hosiery, knitwear, Leicester, *add B.10/69*
1201	Hosiery, knitwear, *add B.10/69*
2819	Household articles of textile materials, plastic goods, textile piece-goods, wearing apparel, *add D.9/69*
	J
970	Jute, *add B.10/69*
	M
2302	Motor vehicles, petrol, C.7/68, *add C.11/68*
	N
2489	Newspapers, Sheffield, S. Yorks, Chesterfield, *add E.4/58*
3279	Newspapers (Sunday)
3280	Newspapers (Sunday)
3281	Newspapers (Sunday)
3284	Newspapers (Sunday)
3292	Newspapers (Sunday)
3301	Newspapers (Sunday)
3314	Newspapers (Sunday)
3347	Newspapers (Sunday)
	P
3261	Pigskins, D.1/67]
600	Pipes, smokers. requisites, *add B.10/69*
	S
3081	Ships (dry docks), *add B.10/69*
3083	Slag and other dry and coated material, *delete E.9/69*
3141	Steel products, *add B.10/69*
	V
3293	Vending machines and associated equipment
	W
3119	Works rubbish for scrap and bricks, *delete E.9/69*



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Agreements referred to the Restrictive Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals and the list given below headed 'Agreements referred to the Restrictive Practices Court' brings the position up to date at December 31, 1969. Anyone who may be a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, W.C.2. The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Registrar, give directions under Section 9 (2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. A further list is given below, headed as this paragraph is headed, of agreements in respect of which directions under that subsection have been given and are in force. Although these agreements are already included in the above mentioned list of additions and amendments, they are shown separately under this heading for the benefit of readers.

Inspection of the Register

The register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements,
Chancery House, Chancery Lane, London, W.C.2
9 Hope Street, Edinburgh, EH2 4EL
21 Linenhall Street, Belfast, BT2 8BY

The indexes to the Register, one as published in the *Board of Trade Journal* and one in which commodities are groped by classes, may be inspected at these addresses free of charge.

'D' and 'F' Agreements

Registered No. of Agreements	Commodity	Area	D or F	Date
137	Flowers, fruit and vegetables	Manchester	F	Mar. 1969
592	Hardware		F	Nov. 1969
608	Bricks		F	April 1969
1847	Cycles		D	Nov. 1969
2643	Foams, liquors and chemicals for fire fighting		D	Dec. 1965
2819	Household articles of textile materials, plastic goods, textile piece-goods, wearing apparel		D	Sept. 1969
2952	Diesel electric locomotives		D	Dec. 1969
3261	Pigskins		D	Jan. 1967
3276	Glucose, sugar		D	July 1969

Agreements referred to the Restrictive Practices Court

Registered No. of Agreements	Commodity
552	Hardware
3163	Lace

Agreements not to be referred to the Restrictive Practices Court

Registered No. of Agreements	Commodity
600	Pipes, smokers' requisites
889	Coal preparation plant
970	Jute
1151	Diesel fuel, gasoline, Plymouth
1200	Hosiery, knitwear, Leicester
1201	Hosiery, knitwear
1343	Diesel fuel, gasoline
3081	Ships (dry docks)
3141	Steel products
3214	Fireworks

Mr. Geoff Grosvenor (left) and Mr. David Youngs, two executives of Kenrick and Sons Ltd., volunteered to 'do-it-themselves' when an export order for industrial Shepherd castors was received from a German customer, requiring prompt delivery. Acting as driver and mate the two men loaded the van and drove the consignment to Hull. This enabled their customer in Germany to take delivery of the castors, in turn to meet a deadline in Hong Kong, in less than four days.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 21.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.11	1, 3, 5-Trioxane	Trioxane	December 31, 1970	13363
29.25	5, 2'-Dichloro-2-α-Chloroactamidobenzophenone	2-Chloroacetamido-2' 5-dichlorobenzophenone	December 31, 1970	13355
	Tybamate	As in previous column	December 31, 1970	6819
29.36	Sulphathiazole	As in previous column	December 31, 1970	6865
38.19	Calcined bauxite	As in previous column	December 31, 1970	10902

Note: *Withdrawal of Application:*
Interested parties may wish to know that the application for the temporary exemption from import duty of 1, 2-Di (ethoxycarbonyl) ethyl *OO*-dimethyl phosphorodithioate, published on page 11 in the *Board of Trade Journal* on July 2, 1969, has been withdrawn.

Aviation and Shipping

Appointment of part-time member of British Airports Authority

MR. ROY MASON, President of the Board of Trade, has appointed Mr. J. R. Edwards, as a part-time member of the British Airports Authority with effect from January 1.

Mr. Edwards is deputy chairman of Harland and Wolff, a member of the Commission on Industrial Relations and a member of the Mallabar Committee on Defence Industrial Establishments.

Appointments to boards of BOAC, BEA and ATLB

Air Corporations

MR. ROY MASON, President of the Board of Trade, has reappointed the following members of the boards of the Air Corporations, whose current appointments expired on or before December 31, 1969, for a further period until December 31, 1970.

	BEA	BOAC
Chairman	Sir Anthony Milward (full time)	Mr. Charles Hardie (part time)
Deputy chairman	Sir Kenneth Keith (part time)	
Full-time members	Mr. H. E. Marking Mr. P. C. F. Lawton Capt. J. W. G. James Mr. K. G. Wilkinson	Mr. J. R. Stainton Mr. D. H. Glover
Part-time members	Mr. Charles Hardie Sir Iain Stewart Mrs. Alison Munro Mr. A. C. Ping (until 31.3.70)	Sir Anthony Milward Mr. G. R. Chetwynd

Mr. Ping has been reappointed for three months, at his own request, as he wishes to retire from the BEA board on March 31.

Owing to pressure of other work, Mr. Ron Smith, who had been a part-time member of the BOAC since 1964, asked not to be considered for reappointment when his present term expired on January 1, 1970. He is currently a full-time member of the British Steel Corporation.

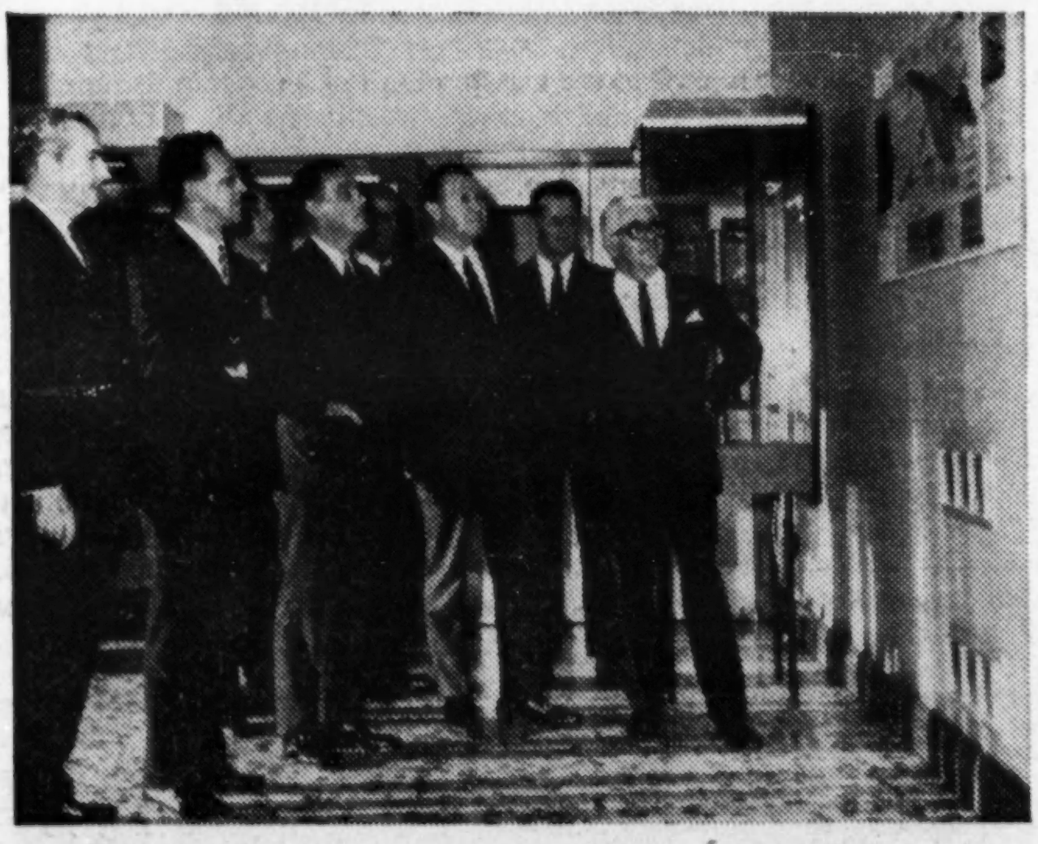
The President has appointed Mr. Alan Fisher as a part-time member to fill the resulting vacancy on the BOAC board. Mr. Fisher's appointment will also run until December 31, 1970.

The other members of the boards of the Air Corporations are Mr. Keith Granville (deputy chairman and managing director, BOAC), Mr. G. H. C. Lee (full-time member BOAC), Sir Duncan Anderson (part-time member BOAC), Sir Arthur Norman (part-time member BOAC), Sir Richard Way (part-time member BOAC), and Sir Alexander Glen (part-time member BEA). The appointments of these members do not expire for some time and they will, therefore, remain on the boards of the Corporations as at January 1. Following his appointment as chairman of the British Tourist Authority, however, Sir Alexander Glen has informed the President that he does not wish to be reappointed when his present term expires on March 3, 1970.

Air Transport Licensing Board

The President has also reappointed all the present members of

The International Air Transport Association has been urging its members to purchase their documents from reliable sources to combat traffic in illicit travel documents. A special printing factory, operating under security conditions, has been built in Aylesbury by Aero-Print Ltd. Already, documents have been supplied to 17 international airlines and export figures are increasing rapidly. In the photograph Mr. A. R. Stephens (right), director of security of IAT, is being shown the new factory by Mr. E. L. York (left), the firm's managing director.



Mr. J. C. Prichard, director and general manager of Vactric Control Equipment Ltd., discussing the company's participation on the Anglo-French Concorde with Mr. J. J. Le Pretre, sales director of Precilec, Vatric's French agent; and other visitors from Europe. Left to right: Messrs. T. E. Days, marketing manager (VCE), B. Sterele, Italy; J. Hüffling, France; J. J. Le Pretre, France; O. Fischer, Switzerland; Commander Grenfell, Federal Republic of Germany; W. J. Philpin, director and deputy general manager, (VCE) and J. C. Prichard, director and general manager (VCE).

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext.* 2479/2480).

the Air Transport Licensing Board for a further year, until December 31, 1970.

Notes:

Air Corporations. These reappointments are consistent with the proposals in the White Paper on Civil Aviation Policy (Cmnd. 4213) to set up an Airways Board. It is hoped that legislation will be enacted during the course of next year. Meanwhile the board members of BEA and BOAC have been asked to develop co-operation between the two corporations to the full. Accordingly, the practice of appointing the chairman of one board as a part-time member of the other continues.

Mr. Ron Smith has been on the BOAC board since 1964. Recently he asked the President not to be reappointed owing to his heavy full-time commitments at the British Steel Corporation.

The vacancy he leaves will be filled by Mr. Alan Fisher. Mr. Fisher is general secretary of the National Union of Public Employees and he was also a member of the Committee of Inquiry into Civil Aviation under the chairmanship of Sir Ronald Edwards.

Some 2,500 tons of Frodingham steel sheet piling and special sections were shipped from Immingham recently to the United States by The British Steel Piling Co. Ltd., of Claydon, Ipswich. Picture shows some of the piling being loaded by crane from the railway wagons on which it travelled from the Appleby Frodingham rolling mills at Scunthorpe to Immingham.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

ATLB. The chairman of the ATLB is Sir Daniel Jack, Mr. James Lawrie is the deputy chairman. Both these posts are full-time. The part-time members of the board are: Sir Roy Allen, Mr. E. Baldry, Mr. J. M. Drummond, Sir John Evans, Mr. C. J. Highton, Sir Friston How, Mr. J. J. Taylor.

The main function of the ATLB is to consider applications for air service licences. This will become the responsibiilty of the Civil Aviation Authority, once it has been established. In the meantime, however, the ATLB will continue to operate the present licensing system.

Commission on the Third London Airport

THE COMMISSION on the Third London Airport is now ready to receive applications for leave to appear at the final public hearings starting on April 6. The closing date for applications is February 13. Intending applicants should now obtain from The Secretary, Commission on the Third London Airport, Templar House, 81-87 High Holborn, London WC1, the note setting out the detailed arrangements for making applications and submitting evidence or representations.

The hearings will take place in the Piccadilly Suite at the Piccadilly Hotel, London, W.1.

The purpose of the hearings is to enable interested parties to test the material produced during the detailed research stage into the timing of the need for a Third London Airport and into the comparative merits of the four short listed sites: (Cublington, Wing; Foulness; Nuthampstead; and Thurleigh, Bedford).

The results of the detailed research and all the evidence received by the Commission will be published before the end of January by Her Majesty's Stationery Office, 49 High Holborn, London, WC1, and will be available by post from HMSO, PO Box 569, London, S.E.1.

New Head of Coastguards appointed

LT.-CDR. J. A. DOUGLAS has been appointed Chief Inspector of H.M Coastguard (the Professional Head of the Services) and takes up his new duties today (January 7). He succeeds Cdr. P. J. H. Bartlett, who is retiring from the service on that date.

Lt.-Cdr. Douglas has been Deputy Chief Inspector since 1966. The post of Deputy Chief Inspector is being filled by Cdr. H. S. May, who has been in charge of South-Eastern Division of the Coastguard.

The post of Inspector, South Eastern Division, will be filled by Lt.-Cdr. M. P. Grubb.

Carribean Bird,' a 30 ft. variable beam trimaran built by Honnor Marine Ltd., from glass reinforced Beetle polyester resin, being loaded onto the m.v. 'Booker Viking' at Liverpool. It is being shipped to Tortola for delivery to J. W. Tennant Green, a retired naval officer from Blackheath, London, who will use it as a mobile home and office while promoting British marine equipment in the Carribbean.

E R

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FURNITURE: includes 46 Dining Chairs, 19 rail back chairs, 43 mahogany dining and elbow chairs, 3 mahogany flap and 4 mahogany card tables, 14 Dressing Chests, 8 Chests of drawers, 25 Stacking chairs, 35 tubular chairs, 30 Aircraft seats, 24 Bedsteads, 12 4ft. 6in. and 5ft. WRITING TABLES, Steel filing cabinet, 3 Settees, 2 three-piece suites, Catering China etc.

CLOTHING: (the majority in as new condition) 131 B.S. Greatcoats, 230 Jackets, 223 pairs Trousers, 1417 Shirts, 23 pairs Motor cyclists Boots, White and coloured blankets, 12-bore s.b. Gun, 16 Carpets, about 170 yds. Stairs Carpet etc.

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SATURDAY, 17th JANUARY 1970

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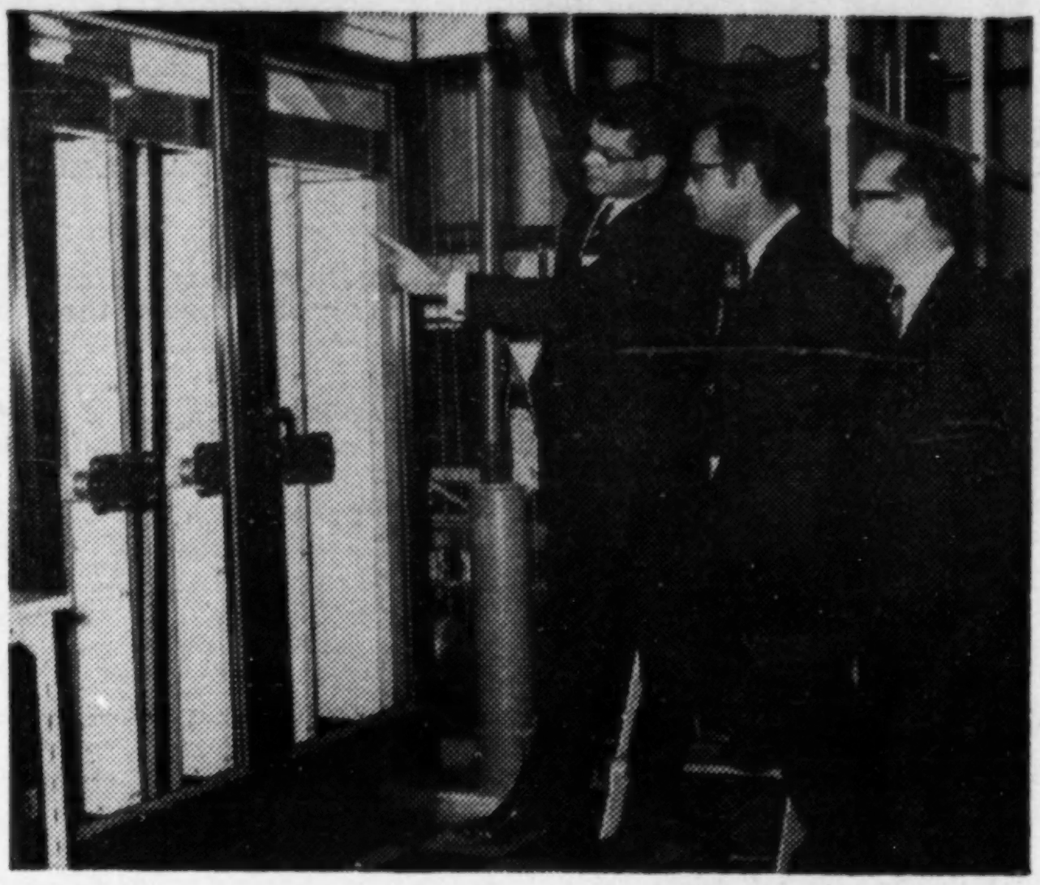
Catalogues, price 1/- (not stamps) from the Auctioneers, At the Sign of the Bell, Cirencester, Glos. (Tel. 2562/3 (with 24-hour telephone answering service), also at Faringdon, Berks. and Swindon, Wilts.



Two Rumanian film experts, here in Britain as part of an Anglo-Rumanian Cultural Agreement, toured Rank Film Processing Laboratories at Denham recently. A focal point of the visit for Mr. Nicolai Zeicu (right), deputy director general of the National Cinematography Centre, Bucharest, and Mr. Alexander Marin (centre), technical director of Bucuresti Film Studios was this newly installed processing unit for handling Colour Reversal Internegative film stocks. Explaining the dramatic breakthrough in film quality this new emulsion affords the motion picture and television industries is the laboratories' marketing manager, Mr. John Ratcliffe.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
January 13-15	Technical and miscellaneous stores, vehicles	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366).

Austin and Thames vans: Land Rovers: Morris Minibuses: motor cycles: Brockhouse trailers: fork lift trucks: pallet transport trucks: machine tools, including drills; circular saws; grinders, etc.; welding outfits; diesel and petrol engines; fuel dispensing tanks; friction plates; pick axes and small tools; jacks; generators; charging sets; tyres; mine detectors; aircraft fuel pumps; electric lamps and bulbs; tape recorders; rectifiers, electric motors; many tons of metal shelving; metal tent pins; wooden boxes; dial sights; binoculars; theodolites; linen and steel tapes; watches; fold flat chairs; wardrobes; dining and other chairs; carpets; battledress trousers; greatcoats; blue/grey raincoats; ground sheets; vests; kit bags; hand towels and other clothing; ankle boots; white and coloured blankets; scrap canvas; rags; webbing; aircraft, wireless, M.T. signal and electrical equipment and spares; also a large collection of miscellaneous stores.

January 21	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447).

Generators; Coventry Climax Godiva trailer mounted fire pump (petrol driven); aircraft instruments; tyres and fuel pumps; hydraulic and trolley jacks; blacksmith's forge (and blower); vehicles spares; engineering, wireless and electronic equipment; tinned steel sheets, various sizes; roller and ball bearings; wood and steel pallets; scrap batteries; telephone line poles (wooden with metal fittings); electronic valves; cameras and photographic equipment; binoculars and telescopes; sisal and manila rope; wooden filing cabinets; cupboards and racks; tables; wooden and metal boxes; chairs; ankle and DMS boots; shoes; BD trousers and blouses; raincoats; cotton and woollen trunks; woollen drawers; seamen's white jerseys and seaboot stockings; windproof smocks and trousers; kilts; webbing packs and haversacks; kitbags; scrap rubber; canvas, webbing, rope, leather, metals, mixed rags, etc.; cutlery; machine tools including, 7 in. SS & SC centre lathe; Winn screwing machine; dynamic balancing machine; AEI flat butt welding machine; 12 in. stroke shape machine; gauge and tool cylindrical grinder; hand operated sandstone 24 in.; honing machine; portable electric drills; electric motors, etc.

January 27-29	Miscellaneous stores	The Lido Hall, Worth Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 4211).

Plant and equipment; aircraft spares; electrical spares for turbo and diesel generators; 22KW generating sets (engine driven); 6-ton motorized smooth drum rollers; concrete mixers; metal and wooden boxes; M.T. and wireless batteries; M.T. spares; electrical equipment; seamen's blue serge jumpers and trousers; woollen and cotton trunks; black leather shoes; ankle boots; blue gabardine raincoats; white overalls; overcoats; machine tools including, SS & SC lathes; horizontal and universal millers; planing, grinding and buffing, boring and honing machines; woodworking machines; power hacksaw; internal cylinder and thread grinding machines, etc.; wooden and metal filing cabinets and cupboards; miscellaneous textiles and other general stores.

February 4	Vehicles, miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth. (Tel. 69292).

Land Rovers: Austin Gipsys: Fordson service vans: Bedford coaches: Mack truck with Atkinson gritter body: fork lift trucks: Allen scythe type grass cutter (petrol driven); teleprinters; used tyres; vehicle spares; radiac equipment; miscellaneous hand tools; electric spares; seamen's blue serge jumpers; trousers and overcoats; blankets; carpets; rugs; curtains and valances; woollen rags; scrap leather; old tentage; kitbags; greatcoats; furniture; cutlery, etc.

Catalogues of the above sales available from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only.)

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Chorley and Leeds (Tender 2614) by 10 a.m. February 5, 1970.
Enfield (Tender 2607) by 10 a.m., February 12, 1970.

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New Books

Current British Directories, edited by G. P. Henderson and I. G. Anderson. Edition 6, 1970-71. (270 pages. CBD Research Ltd., 154 High Street, Beckenham, Kent BR3 1EA. £6) The last edition of this directory appeared in 1966, and although this is basically the same work updated, the company's expanded publications and research programme has led to some change in the contents. The 'International directories' section for example, has been transferred from this directory to CBD's *Current European Directories*, which was noted in the *Board of Trade Journal* New Books page (p.1089) in the issue of October 22, 1969. There has been a net increase of about 450 in the number of works described bringing the total number up to 2,450. More than 150 of this increase is in the 'British Commonwealth and South Africa' section. Titles of some directories which have ceased publication since the last edition have been excluded, but the most important have still been listed with a note to this effect. The main subject index has been greatly expanded and there is a new classified list of selected important titles which notes important directories under broad subject headings with additional references in French and German in one alphabetical sequence. Basically the directory is now in three parts with supporting indexes. Part 1 lists local directories including gazetteers and telephone directories; Part 2 is a list of specialized directories arranged alphabetically by title; and Part 3 gives directories of the British Commonwealth and South Africa arranged alphabetically by country and then by title. Each entry gives the following information: serial number to facilitate indexing; title; name and address of publisher; date of first edition, frequency of issue and bibliographical details of copy examined, and a brief description of contents.

International Financial Management, by David B. Zenoff and Jack Zwick. (560 pages. Prentice-Hall International. £7) Most of the existing literature on international finance deals with the problems of international liquidity and related institutional development, and the financial problems of business enterprises in their attempts to adapt to international operations have received little attention. This book attempts to fill the need for a textbook on ways of incorporating uniquely foreign variables into corporate financial procedures. The authors, each of whom is an associate professor at the Columbia University Graduate School of Business, begin by describing and analysing various aspects of the international financial behaviour of multinational firms. Chapters deal with the environment risks, such as exchange control and devaluation, which are often encountered in international commerce; with the evaluation of direct investment opportunities, taking into account international variables; with the criteria for selecting an appropriate capital structure for a foreign subsidiary; with working capital management in a foreign affiliate; and with the sources and instruments of international finance and of import and export financing. The remaining chapters are concerned with management problems involved in dealing with fund remittances from foreign subsidiaries, in controlling foreign operations, and in reporting foreign results to higher echelons of multinational management. The book is designed primarily for use in a course in international financial management, and the reader is assumed to have some background in accounting, business finance, and economics. Each chapter incorporates a bibliography and is followed by one or more case studies drawn from actual business situations.

An Arab Common Market, by Alfred G. Musrey. (286 pages. Praegar; distributed in the United Kingdom by Pall Mall Press. £6 5s.) The purpose of this book is first to place the Arab common market undertaking into its proper perspective by considering the developments in inter-Arab trade relations since 1920. After this, Arab economic integration is evaluated in terms of the economic difficulties associated with it and of the economic benefits that could be derived from it. Of the 145 pages comprising the main text of the book, 38 are devoted to this evaluation and to a description of the Arab common market agreements from 1964 to 1967. A trade agreement appendix includes an English text of the Convention for facilitating trade exchange and regulating transit trade between the states of the Arab League, as amended; of the Economic Unity Agreement between the states of the Arab League, 1962; and of the Arab common market resolution, 1964. A statistical appendix provides chronological tables, covering 1939-1965, which give information on the inter-Arab trade of Iraq, Jordan, Lebanon, Syria and the UAR, the figures being derived from published sources. Over 60 pages of notes and a bibliography complete the volume, which is published in the series of *Praeger Special Studies in International Economics and Development.*

Mergers: a European Approach to Technique, by N. R. A. Krekel, T. G. van der Woerd and J. J. Wouterse. (184 pages. Business Books. £3) The most important and practical feature of this book is the critical path analysis of a merger. Each phase of the merger is broken down and the authors analyse precisely what must be achieved at each stage before negotiators can proceed to the next activity; and an assessment is made of the time-scale needed to complete each activity satisfactorily. Nor do they conclude with the completion of the merger; they discuss the lines of policy which must be applied after contracts have been completed. The last section of the book analyses the human problems of mergers, the structure of top management, the problems of executives adapting to a totally new concern, and the commercial aspect of a merger, particularly within the EEC framework. In a final postscript, the authors discuss the possibilities for co-operation between companies in the United Kingdom and the European Community.

World Inflation. World Series No. 2. (20 pages. Econtel Research Ltd., Bridge House, 181 Queen Victoria Street, London EC4. £3) Inflation has become a determining factor in the progress of the United States' economy – after increasing at only 1½ per cent per annum in the early 1960's, prices there rose by over 3 per cent during 1965-1968. Inflation has also increased throughout the world, and has caused devaluations in both the United Kingdom and France. This booklet contains tables showing the magnitude of inflation in 80 countries for each year over the period 1950-1968, and a comparison is made of year-to-year changes for each country as compared with changes in the United States. The build-up of inflationary pressures, as a factor determining changes in exchange rates, is also measured for this period.

World Industrial Production. World Series No. 3. (20 pages. Econtel Research Ltd., Bridge House, 181 Queen Victoria Street, London EC4. £3) This booklet shows the growth in industrial production during 1950-68 for 48 countries. These countries include the main industrial countries and also those less developed countries for which information is available for most of this period. Growth rates are given for the full period, and for significant sub-periods – as determined by fluctuations in the business cycle of the United States. Year-to-year percentage changes are also given for each country, both in terms of the actual rate of change, and by comparison with the corresponding change in the United States. These give a picture of fluctuations in the production for each country.

Price Theory and Price Policy, by M. A. G. van Meerhaeghe. (109 pages. Longmans. £2) "Price policy is an essential part of a sound economic policy and is therefore vital in the development and maintenance of a favourable business situation in the western industrial countries. It is now playing a much more dominant and central role than ever before as a result of the chronic inflation in the postwar period. The six articles contained in this volume provide a broad and convenient outline of problems relating to current price theory and price policy. The books main features are a critical survey of the neo-classical price theory and a discussion of the proper public instruments of price policy. Most of the articles have been previously published in continental journals and have been here revised and prepared for publication in book form. The first three chapters present a concise statement of the current state of economic science. Chapters 4-6, covering less familiar and more advanced aspects of price policy, will be of interest to professional economists and students." –Preface.

Horticultural Marketing Co-operatives: The Scope for Larger Scale Organization, by J. H. Kirk and P. G. Ellis. *Wye College Marketing Series No. 5.* (36 pages. Marketing Department, Wye College (University of London), near Ashford, Kent. 7s. 6d.) This bulletin examines the case for applying to other home-grown horticultural crops handled by marketing co-operatives and groups, the kind of second-tier organization that already exists for apples and pears. This study has been made at the request of, and has been financed by the Agricultural Co-operative Association. It relates primarily to England, but also includes information obtained in France and Germany.

Other Publications

ECONOMIC DEVELOPMENT COMMITTEE FOR MECHANICAL ENGINEERING: SHORT TERM TRENDS. December 1969. 14 pages. Available free from the National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.

EFFICIENCY AND PRODUCTIVITY. *NBPI Guide 4.* 12 pages. Available free from the National Board for Prices and Incomes, Kingsgate House, 66/74 Victoria Street, London SW1.

ENGINEERING INDUSTRIES ASSOCIATION: SUBMISSION OF EVIDENCE TO THE COMMITTEE OF INQUIRY ON SMALL FIRMS, NOVEMBER 1969. 27 pages. Available free from the Engineering Industries Association, 3/7 Portman Square, London W1.

INDUSTRIAL MARKETING RESEARCH COMPANIES AND CONSULTANTS IN EUROPE. 14 pages. Published by the European Association for Industrial Marketing Research (EVAF). Available free from EVAF – Administration, Fillongley, Coventry.

INDUSTRY AND GOVERNMENT, by David Barran. *The Fourth Sir George Earle Memorial lecture.* 15 pages. Industrial Educational and Research Foundation, Room 18-11, Portland House, Stag Place, London SW1. 15s.

THE LAW AND THE EMPLOYEE: A GUIDE TO HIS RIGHTS AND DUTIES, by Harry Samuels. 25 pages. The Industrial Society, Robert Hyde House, 48 Bryanston Square, London W1H 8AH. 10s.

THE LONDON CHAMBER OF COMMERCE DIRECTORY 1969/70. 399 pages. Pergamon Press £2 2s.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	-39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	-47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	146	-33	-25	-10	-21
4th quarter	112	116	129	129	112	104	132	120	118	139	147	76	-30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	147	-74	-100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	144	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	-11	13
2nd quarter	115	124	140	141	112	104	133	134	135	128	129	55	32	- 8	- 3
3rd quarter	116 p	123			113 p	103	136 p	139 p	140 p			-27 p	-38 p	-17 p	- 1
1969															
June		124				104									
July		124				102									
August		123				105									
September		122				103									
October		121 p				103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% Increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in
£m. in base year								Series in thousands			4,983	4,211	£ million
1964	119	124	107·0	*3·3*	103·9	101·9	148·6	361	221	24,567	114	105	-381
1965	123	121	112·1	*4·8*	106·8	104·6	157·9	309	265	24,784	115	112	- 50
1966	118	105	116·5	*3·9*	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	*3·5*	108·4	108·2	175·3	515	175	24,475	129	119	-283
1968	108	129	125·0	*4·7*	120·5	112·4	187·3	543	189	24,319	159	147	-265
1969								535 p	200 p				
1967													
3rd quarter	112	105	119·0	*1·7*	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	*2·1*	114·5	109·2	179·7	538	182	24,395	137	109	-255
1968													
1st quarter	107	117	122·1	*3·0*	122·9	111·4	184·8	511	184	24,362	156	142	- 91
2nd quarter	104	125	125·0	*4·5*	119·5	112·5	185·8	550	180	24,313	155	139	-101
3rd quarter	104	129	125·7	*5·6*	119·3	112·8	187·7	580	182	24,293	161	151	- 7
4th quarter	107	129	127·2	*5·6*	120·4	113·1	191·0	533	210	24,309	163	155	- 66
1969													
1st quarter	111	133	129·7	*6·2*	122·3	114·1	194·6	499	206	24,324	162	154	26
2nd quarter	119	131	131·8	*5·4*	124·2	115·1	195·4	527	195		168	162	65
3rd quarter	114 p	131 p	132·0	*5·0*	126·1	116·5	197·4 r	581	192		167	173	141
4th quarter								545 p	207 p				
1969													
June	119	131	132·1	*5·3*	124·9	115·4	195·7	543	191		173	170	
July	114 p	132 p	132·1	*5·3*	124·8	116·0	196·6	577	186		170	163	
August	114 p	132 p	131·8	*4·9*	127·0	116·4	197·1	585	192		165	180	
September	114 p	131 p	132·2	*5·1*	126·4	117·0	198·5	580	199		166	176	
October	114 p	129 p	133·2	*5·4*	125·9 p	117·3 p	198·7	555	202		169	176	
November			133·5	*5·4*	127·2 p	117·4 p	199·1	536	206		167	177	
December								545 p	214 p				

† Not seasonally adjusted.

UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for November

THE IMPORT unit value index rose by nearly 1 per cent in November 1969; the export unit value index increased by about one-half per cent but the rounded index was unchanged. The terms of trade index fell slightly although the rounded index remained at 100, as in September and October.

After changing little during the summer the import unit value

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	99	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	129	102
1969 1st quarter	124	123	112	104	138	127	110	130	117	120	134	133	130	103
2nd quarter	125	124	115	102	141	127	111	130	118	122	135	132	130	102
3rd quarter	127	125	116	100	144	128	113	130	118	122	138	132	131	101
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	102	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	133	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103
February	123	123	112	104	137	127	109	130	117	119	134	133	130	103
March	124	122	113	103	138	128	111	130	117	120	135	133	130	103
April	125	124	114	103	139	127	111	130	117	121	134	133	130	102
May	126	124	116	101	141	127	112	130	118	122	135	132	131	102
June	126	124	115	101	142	128	112	130	118	122	136	132	131	101
July	126	125	116	100	143	128	113	130	117	122	137	132	131	101
August	126	124	115	100	143	128	113	131	118	122	138	132	131	101
September	128	126	117	100	146	128	113	131	118	122	139	132	130	100
October	129	128	116	99	147	129	112	131	118	122	141	133	131	100
November	130	128	117	98	149	129	112	132	118	122	142	134	133	100

† Export Unit Value Index as a percentage of the Import Unit Value Index.

index has increased more rapidly in recent months and in September to November was 2 per cent higher than in the previous three months. The main cause of the recent increase has been the sharp rise in non-ferrous metal prices, in particular those for copper, nickel and to a lesser extent silver. These increases have affected primarily the index for manufactured goods, but also that for basic materials. Other groups of manufactured goods where prices rose in November were textiles and chemicals. The unit value index for food, drink and tobacco has also been rising in recent months; in November the largest price rises within this group were for coffee, tea, cocoa and for fish, these were offset to some extent by falls in the unit values of cereals and fruit and vegetables. The unit value index for fuels continued its steady fall; it is now nearly 7 per cent below its level in January.

The export until value index drifted slowly upwards between January and September. It rose by less than one point during this period with a small increase in the index for non-manufactures being outweighed by the almost flat index for manufactured goods. In October and November the increase in the export unit value index was caused by manufactured goods. In November chemicals were the only main group of manufactures where the unit value index did not rise; moderate increases were shown by the indices for metals, machinery and transport equipment and other manufactures, but the rise in textiles was not sufficient to change the rounded index.

Trends in United Kingdom trade are discussed in the article on trade in November, published in the *Board of Trade Journal* for December 17, 1969 (page 1652). (*Text continued on next page*)

Table 2. United Kingdom import and export volume index numbers (unadjusted)

1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1969 1st quarter	148	106	109	198	198	136	136	137	166	111	112	131	175
2nd quarter	152	107	108	186	215	153	157	154	188	122	124	153	180
3rd quarter	145	99	109	176	204	150	148	152	188	118	124	144	197
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	175
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176
February	138	95	100	189	189	130	132	131	164	106	106	123	165
March	148	110	105	194	201	139	134	142	168	112	115	135	183
April	152	113	107	188	209	143	152	143	182	112	115	135	186
May	155	102	108	192	227	157	163	158	195	132	133	163	154
June	149	106	108	179	209	159	156	162	189	122	124	161	200
July	159	108	115	191	227	156	146	160	194	119	129	157	194
August	139	88	113	170	196	146	140	150	180	117	122	140	200
September	137	99	99	166	188	147	159	147	189	118	122	135	195
October	160	108	117	213	222	153	177	151	202	129	139	142	168
November	139	101	99	178	191	169	171	170	195	138	150	161	216

UNIT VALUE AND VOLUME, *continued*

Notes:

(a) The volume index numbers for exports do not include any allowance for the special influences affecting recording (see *Board of Trade Journal* of September 10, 1969).

(b) This series of index numbers, based on 1961=100, was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	125	843	86	65	123	428	141
1967 1st quarter	132	132	105	97	172	165	164	129	142	127	157	103	118	121	144
2nd quarter	134	133	108	102	158	170	166	123	136	122	157	97	113	116	135
3rd quarter	128	126	102	102	153	159	157	119	130	119	147	90	110	112	141
4th quarter	135	134	102	105	181	175	172	106	117	105	133	85	93	100	125
1968 1st quarter	146	144	114	109	162	195	191	135	147	134	166	106	122	129	151
2nd quarter	143	141	105	112	178	185	179	130	139	130	169	104	117	123	147
3rd quarter	147	144	105	112	180	197	190	139	162	138	171	111	122	130	167
4th quarter	148	144	106	111	184	202	190	141	155	140	169	114	120	134	168
1969 1st quarter	146	142	104	110	191	195	185	139	142	138	169	115	118	129	175
2nd quarter	150	146	110	108	180	208	195	146	156	148	178	120	118	144	179
3rd quarter	148	145	103	108	181	208	198	156	154	159	192	121	128	155	194
1968 January	141	140	114	102	160	186	183	138	167	134	165	106	120	131	147
February	149	147	112	116	163	202	197	135	135	135	162	108	122	130	155
March	147	146	116	109	163	196	193	133	138	133	172	104	123	125	151
April	144	143	107	115	175	184	180	130	129	130	164	100	118	125	150
May	146	144	109	113	171	194	186	130	134	130	170	107	114	126	139
June	137	136	100	108	190	177	172	130	153	129	172	106	119	120	152
July	148	147	107	113	186	196	192	135	155	134	164	108	118	130	152
August	147	143	105	111	177	201	189	141	174	138	168	109	128	127	174
September	145	143	103	113	176	196	190	142	156	142	181	115	119	133	176
October	147	145	108	112	188	194	190	138	153	137	163	111	116	131	174
November	151	143	104	109	174	216	192	146	159	145	174	114	129	139	172
December	146	143	105	113	191	197	187	138	155	138	171	115	116	134	158
1969 January	144	141	103	108	190	190	179	144	149	142	171	120	122	133	182
February	147	143	101	111	192	202	189	135	138	134	171	111	114	125	166
March	146	144	108	111	190	194	187	139	141	139	166	113	118	131	178
April	149	145	113	109	177	201	192	140	159	138	172	111	112	129	178
May	147	141	101	104	174	211	193	144	156	145	180	125	118	142	168
June	155	151	115	113	189	211	201	155	155	161	183	125	124	161	192
July	151	147	108	108	184	210	197	147	149	149	189	113	119	145	182
August	148	145	98	109	181	210	200	161	159	165	199	128	134	162	198
September	146	145	103	106	176	202	198	158	155	161	190	123	132	157	202
October	149	147	97	111	203	207	199	157	167	158	202	126	135	150	189
November	147	145	99	106	199	202	198	157	151	159	189	127	134	153	197

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

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HMSO

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for October 1969 was 113 (1965 = 100), an increase of three per cent on the corresponding month of 1968. Increases were recorded in four of the major groups: these were food shops, clothing shops, durable goods shops and department and general stores.

Miscellaneous non-food shops recorded no change. The increase in the total value of sales of three per cent was the same rate of increase as that recorded for the two previous months.

Taking into account price increases it has been estimated that the volume of sales was down by approximately three per cent from October 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week *and percentage increases compared with a year earlier*

1965 = 100

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	*1*	109	*3*	100	*1*	95	*-3*	99	*1*	103	*2*	94	*3*
1968	109	*6*	118	*8*	104	*4*	100	*4*	106	*7*	107	*3*	101	*7*
1968 1st quarter	106	*7*	114	*6*	101	*8*	94	*7*	109	*17*	106	*6*	92	*6*
2nd quarter	109	*6*	119	*7*	103	*5*	97	*3*	107	*13*	107	*3*	96	*9*
3rd quarter	107	*6*	115	*7*	103	*5*	93	*3*	103	*6*	110	*4*	93	*8*
4th quarter	115	*5*	125	*12*	109	*1*	115	*4*	104	*-6*	104	—	124	*5*
969 1st quarter	109	*3*	126	*11*	98	*-3*	92	*-1*	96	*-12*	104	*-2*	88	*-4*
2nd quarter	115	*5*	128	*8*	106	*3*	103	*6*	113	*6*	107	—	102	*7*
3rd quarter	111	*4*	120	*5*	106	*3*	96	*3*	110	*7*	112	*2*	95	*2*
1968 October	110	*8*	121	*16*	103	*2*	101	*3*	109	*-1*	102	*3*	101	*3*
November	111	*7*	127	*14*	101	*2*	109	*9*	99	*-4*	97	—	103	*8*
December	125	*2*	127	*8*	124	*-1*	134	*2*	104	*-13*	113	*-2*	168	*5*
1969 January	113	*7*	122	*11*	108	*4*	106	—	110	*-8*	112	*10*	92	*1*
February	106	—	126	*10*	94	*-7*	86	*-4*	92	*-11*	104	*-6*	74	*-14*
March	106	*1*	129	*12*	92	*-7*	86	—	86	*-17*	96	*-9*	98	—
April	114	*3*	132	*10*	103	*-2*	98	*5*	106	*-3*	105	*-4*	98	*-2*
May	118	*4*	130	*8*	111	*2*	108	*12*	113	*6*	113	*-4*	104	*8*
June	113	*9*	124	*8*	106	*9*	104	*2*	120	*15*	103	*9*	105	*16*
July	116	*5*	121	*7*	113	*4*	104	*8*	116	*7*	120	*1*	100	*5*
August	113	*3*	125	*8*	105	—	92	—	110	*5*	115	*-1*	89	—
September	105	*3*	115	—	99	*6*	91	*1*	104	*8*	103	*9*	94	*-1*
October	113	*3*	123	*1*	107	*4*	108	*6*	114	*4*	103	—	112	*11*

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for October 1969 is 144 (1963=100). This is 2 points higher than the index for September 1969 and 1 point lower than the index for October 1968.

The index numbers for the main industrial groups with the increase or decrease on October 1968 shown in brackets are, textiles 176 (− 6 points); clothing 130 (+ 6); engineering and metals 110 (− 11); food, drink and tobacco 123 (+ 11); timber and furniture 154 (−3); mineral products 160 (+ 17); other manufacturing industries 227 (+ 18); gas, electricity and water 153 (+ 7).

New companies registered in Northern Ireland

IN THE MONTH of November 1969 20 private companies with a total nominal capital of £817,400 and one public company limited by Guarantee and not having a share capital were registered in Northern Ireland.

During the period January-November 1969 265 companies with a total nominal capital of almost £2,956,000 were registered as compared with 302 companies with a total nominal capital of just over £3,946,000 registered in the same period in 1968.

Gold and convertible currency reserves during December

HM TREASURY announce that after payment of £110 million debt service to the United States and Canada, and receipt of £73 million from the International Monetary Fund, the gold and convertible currency reserves rose by £10 million during December to stand at £1,053 million at the end of the month.

On January 1, in accordance with the arrangements agreed at the annual meeting of the International Monetary Fund in October, the United Kingdom received SDR 410 million (equivalent to £171 million) as its appropriate share of the initial allocation.

These SDR (Special Drawing Rights) are not included in the figures quoted, which relate to the position at December 31, but from now on they are available for use as part of the reserve.

General index of retail prices for November

THE DEPARTMENT of Employment and Productivity announce that at November 18 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 133·5 compared with 133·2 at October 21. The rise in the index during the month was due to small increases in the prices of a number of goods and services.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 131 – Summary Tables 1-12, price £1 15s., by post £1 6s. 8d.
Part 132 – Summary Tables 13-20, price 10s., by post 11s.

Copies can be obtained from HMSO and Government bookshops.

Production in the cotton industry: correction

IN THE ARTICLE on production in the cotton industry (*Board of Trade Journal*, December 24, 1969, page 1725) the symbol p shown after the months of October 1968, and January, April, July and October 1969 should be amended to an asterisk indicating a five-week period.

Nationality of vessels in the sea-borne trade of the United Kingdom in 1968

IN 1968 the share of United Kingdom registered ships in the dry cargo trades increased, but there was a marked fall in the proportion for tankers. In terms of ton-miles, the United Kingdom share was 58 per cent for dry cargoes, 22 per cent for tanker cargoes, and 34 per cent for the two taken together.

Percentages in ton-miles are considered the most generally useful for shipping purposes, in the absence of information which would permit a calculation to be made in terms of freights earned. Estimates are also given in Table 1 in terms of the tonnage and the value of cargoes. The three measures usually, but not quite always, move together.

United Kingdom sea-borne trade

Proportion of cargoes carried by United Kingdom ships in terms of ton-miles

	1965	1966	1967	1968	Ton-mileage in 1968
	Percentages				Th. mn. ton-miles
DRY CARGO					
Total	61	57	55	58	302·3
Identified bulk cargoes	50	46	48	50 48 (†)	124·7 (†)
Other dry cargo	69	65	61	63 65 (†)	177·5 (†)
TANKER CARGO	36	28	29	22	627·6
ALL CARGOES	47	40	39	34	929·9

(†) Revised basis.

The United Kingdom share of trade fell quite sharply in 1966, in consequence of the seamen's strike in the summer of that year. For dry cargoes, there has been some recovery since then, and for bulk cargoes the United Kingdom share was back in 1968 to its 1965 proportion. For other dry cargoes – predominantly liner cargoes – the proportion has throughout been higher than for other classes of trade, but the 1968 proportion remained lower than in 1966.

The sharp fall in 1968 in the United Kingdom share of tanker cargoes resulted from the large additional tonnage requirements caused by the closure of the Suez Canal, the full effects of which were felt only in 1968. They are strikingly illustrated by the figures for the average length of haul for inward tanker cargoes on the long sea routes, which rose from 5,490 nautical miles in 1966 to 7,020 in 1967 and to 9,400 in 1968 (see Table 8). The United Kingdom share of this traffic may be expected to increase again as more and larger tankers are brought into service under the United Kingdom flag.

Dry cargoes

The recovery in the United Kingdom share of bulk cargoes was almost entirely due to two commodity flows, namely iron ore imports and coal and coke exports, both of which increased substantially in 1968. A factor in our increased share of coal exports may have been the freeing of United Kingdom ships from the coastal trade, where the tonnage of coal carried continued to fall.

The coverage of the bulk cargoes category has been revised, principally to bring in certain bulk cargoes previously omitted, but also by including in respect of raw timber only pit props, poles and coniferous timber (omitting hardwoods, which are mainly a liner cargo). Details are given in Table 2, in which figures for 1968 are given both on the new basis and on the old, to facilitate comparisons with previous years.

For other, mainly liner cargoes, a substantial improvement on the export side offset a fall in the United Kingdom share of the carriage of imports. In this instance however the improvement appeared only when the calculation was made in terms of ton-miles, and there was no increase in the United Kingdom share of the tonnage or value of other dry cargoes carried.

An analysis of the United Kingdom share of the short sea and deep sea routes (in terms of ton-miles) is given in Table 7. Details of the United Kingdom share of the tonnage carried to and from particular countries are given in Tables 5 and 6.

More than half of the dry cargo tonnage is carried on the short sea routes, where the United Kingdom share increased. In large part this was the result of the increased share of major bulk cargoes already referred to, which contributed to a fairly general improvement in our share of trade with a number of Continental countries. In the deep sea trades, a recovery in the export proportion was due to our having almost entirely regained our traditionally large share of the Far Eastern trade, which in 1967 had fallen because of exceptionally large exports to Japan and China of iron and steel scrap and iron and steel products, carried in foreign ships.

Tankers

Falls in the United Kingdom share were widespread, as a result of the increased chartering of foreign tankers. The distribution of these reductions in the United Kingdom share is not of great significance depending as it does on where particular tankers happened to be employed. There was an appreciable fall in the United Kingdom share of the carriage of crude oil from the Gulf states, and an even larger fall in our share of imports from Libya.

Robert Hough

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On the other hand, United Kingdom ships increased their share in the carriage of oil products from Europe to this country, though this trade is much less important. On British exports to Europe, the United Kingdom share declined.

Trade carried under other flags

The proportions by weight and value of United Kingdom sea-borne trade carried under each of the principal flags are shown in Table 9. The flags of Norway, Liberia, the Netherlands, the Federal Republic of Germany and Sweden, together with the United Kingdom cover some 80 per cent of the weight of both imports and exports.

The weights of cargo carried by each of the principal foreign flags in trade between the United Kingdom and their own country, and between the United Kingdom and countries other than their own, are shown in Table 10. These latter 'third country' trades represent a very high proportion of their carrying in United Kingdom trades for a number of flags, particularly Norway, the Federal Republic of Germany, Liberia, Greece and Panama.

Important commodities in United Kingdom sea-borne trade

Tables 11 to 16 show the total weight and the United Kingdom flag proportion for the most important sea-borne cargoes for the years 1966 to 1968.

NOTES AND DEFINITIONS

Valuation

Imports are valued c.i.f. and exports f.o.b.

Weights

All weights are net tonnage, exclusive of the weight of containers, internal packing or other wrapping.

Where Customs declarations were made in units of quantity other than weight or in value only, the weight was estimated by using approximate conversion factors, fixed with the assistance of trade associations and some individual firms, whose help is gratefully acknowledged.

Coverage of the figures

The analysis of exports excludes re-exports. The latter are equivalent to just over 2 per cent by weight of the former.

The analysis was based on the overseas trade statistics, and covers the same field less certain excluded categories of trade, as follows:

	1968					
	Total		Imports		Exports	
	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)	Weight (Th. tons)	Value (£ mn.)
Flag information not available (†)	200	581	145	216	55	337
Air transport	339	1,680	147	930	192	750
Irish Land Boundary	1,142	100	737	61	405	38
Total	1,681	2,361	1,029	1,207	652	1,125
Newly-built aircraft, ships, etc. (‡)	N.A.	301	N.A.	162	N.A.	139
Grand Total		2,635		1,370		1,265

(†)Includes parcel post
(‡) Includes electricity

Coastal trade is excluded.

Use of provisional figures

The figures for 1965 to 1968 correspond to those contained in the December issues of the 'Overseas Trade Accounts of the United Kingdom' in the years 1965 to 1968 respectively. It was not possible to take account of any corrections made later.

Share of United Kingdom ships

Any measure of the share of United Kingdom *ships* is not the same as a measure of the share of the United Kingdom shipping *industry*, since the latter would include the contribution of foreign ships chartered by United Kingdom shipping companies, and exclude United Kingdom ships chartered to foreigners (the former being the more important). Moreover, about one-tenth of the ships on the United Kingdom register were owned in other Commonwealth countries (particularly the Bahamas and Bermuda). Further, to be of real value an assessment of the industry's share of the carrying trade would need to take into account cargoes carried in the cross-trades as well as in voyages to and from the United Kingdom.

Ships registered in the United Kingdom

Ships owned by residents of any Commonwealth country may be registered in the United Kingdom, and in December 1968, 9·9 per cent of the tonnage on the register was owned in Commonwealth countries other than in the United Kingdom. The proportion was larger for tankers than for dry cargo vessels. Details are as follows:

Ships of 500 gross tons and over

Owned in	*Mn. gross tons*	*Percentage*
United Kingdom	18·7	*90·1*
Bahamas and Bermuda	1·6	*8·0*
Other Commonwealth countries	0·4	*1·9*
Total	20·7	*100·0*

Dry cargoes and tanker cargoes

The distinction between these categories is not exact. All crude petroleum, liquid petroleum products, molasses and whale oil were classed as tanker cargoes, and all other goods as dry cargoes.

Bulk cargoes and other dry cargoes

In Tables 2, 3 and 4, only the main bulk cargoes are distinguished, and some of the 'other dry cargoes' would be carried in tramps or bulk carriers. This category, therefore, approximates only very roughly to liner cargoes. The distinction between bulk, tramp and liner cargoes cannot be made accurately from the trade accounts, since the same type of goods can be carried, for example, both by liners and tramps. The list of dry cargoes regarded as bulk was slightly amended in 1968 – see note to Table 2.

Short and deep sea routes

Short sea routes comprise those to European countries, and to other countries bordering the Mediterranean. Other routes are classed as deep sea routes.

Country of consignment

This is not necessarily the same as the country of loading or discharge, as, for example, in the case of landlocked countries such as Austria or Switzerland. Another important exception is represented by oil exports from Iraq and Saudi Arabia, the whole of the former and about half the latter being sent by pipeline to Mediterranean ports.

Balance of payments areas

The areas used in Table 3 and 4 are the Balance of Payments areas as defined in 'United Kingdom Balance of Payments, 1969'.

Previous analysis

United Kingdom Trade statistics analysed by nationality of vessel were published for the years 1936, 1937, 1947, 1948 and 1949 as well as 1965, 1966 and 1967. A similar analysis was made for 1938, but not previously published until 1966, when summary figures were included in the *Board of Trade Journal* for December 30, 1966. In all cases except 1965, 1966 and 1967 quantities were shown only for a few selected commodities, and total trade was analysed only in terms of value.

The three most recent analyses, for 1965, 1966 and 1967 were published in the issues of the *Board of Trade Journal* dated December 30, 1966, October 20, 1967 and December 27, 1968 respectively.

Rounding of figures

Owing to rounding there may be minor differences between the sums of constituent items and the totals shown.

Symbols

NA means not available.
– means nil or less than half the final digit shown.

Further information

More detailed information about individual commodities and countries may be obtained, when circumstances permit, from The Controller, Statistical Office, HM Customs and Excise, Portcullis House, 27 Victoria Avenue, Southend-on-Sea, Essex, on payment of a fee to cover the cost of preparing the information.

(*Shipping tables continued on next page*)

SEA-BORNE TRADE OF THE UNITED KINGDOM, *continued*

Table 1. United Kingdom trade by sea in 1968

Proportion of cargoes carried by UK registered vessels

	Weight					Ton-miles					Value				
	1965	1966	1967	1968		1965	1966	1967	1968		1965	1966	1967	1968	
	UK flag %				All flags (Mn. tons)	UK flag %				All flags (Th. mn)	UK flag %				All flags (£ mn.)
IMPORTS															
Dry cargo															
Bulk cargo															
Old basis (‡)	46	43	46	47		51	48	50	51		39	36	37	36	
Revised basis (‡)				46	42·0				49	116·9				35	921
Other															
Old basis (‡)	49	43	40	39		67	63	60	58		60	55	53	52	
Revised basis (‡)				41	28·9				61	105·2				53	4,707
Total dry	47	43	40	44	70·9	58	55	55	55	222·1	57	52	51	50	5,628
Tanker cargo	38	29	28	23	104·9	35	27	28	22	610·1	40	30	28	26	901
Total	42	35	34	32	175·8	44	37	36	30	832·2	55	49	48	46	6 529
EXPORTS															
Dry cargo															
Bulk cargo															
Old basis (‡)	29	20	17	28		35	25	23	28		28	21	19	24	
Revised basis (‡)				26	6·8				26	7·8				19	60
Other															
Old basis (‡)	51	43	44	47		73	68	61	70		62	55	57	56	
Revised basis (‡)				48	19·6				70	72·3				56	4,712
Total dry	44	37	38	42	26·3	69	63	57	66	80·2	61	55	57	56	4,772
Tanker cargo	66	40	68	51	14·1	71	61	64	49	17·5	69	65	69	52	133
Total	51	45	48	45	40·4	69	63	58	63	97·6	61	55	57	55	4.911
ALL CARGO (†)															
Dry cargo															
Bulk cargo															
Old basis (‡)	44	40	42	45		50	46	48	50		38	35	36	35	
Revised basis (‡)				43	48·8				48	124·7				34	981
Other															
Old basis (‡)	50	43	42	42		69	65	61	63		61	55	55	54	
Revised basis (‡)				44	48·5				65	177·5				54	9,419
Total dry	47	42	42	43	97·2	61	57	55	58	302·3	59	53	53	52	10,403
Tanker cargo	41	33	32	27	119·0	36	28	29	22	627·6	44	35	34	29	1,031
Total	44	37	36	44	216·2	47	40	39	34	929·9	57	52	52	50	11.440

(†) Excluding re-exports.
(‡) See note ‡‡ on Table 2.

Table 2. United Kingdom trade by sea in 1967 and 1968

Proportion of cargoes carried by UK registered vessels

	Imports						Exports					
	1967		1968 (‡‡)				1967		1968 (‡‡)			
			Classification as in 1967		Revised classification				Classification as in 1967		Revised classification	
	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %
I. DRY CARGO												
Food beverages and tobacco (†)												
Total	19,395	47	19,341	46	19,341	46	2.450	26	2,266	32	2,266	32
Bulk cargo (‡)	10,246	42	9,016	42	10,822	41					670	3
Other dry cargo	9,149	52	10,325	50	8,519	52					1,596	44
Basic materials and dry cargo fuels (§)												
Total	34,154	46	37,035	48	37,035	48	8,288	25	9,651	36	9,651	36
Bulk cargo (‖)	26,959	47	29,377	49	29,718	47	4,764	16	5,826	28	5,826	28
Other dry cargo	7,195	43	7,658	42	7,317	49	3,524	38	3,825	49	3,825	49
Manufactures, etc. (¶)												
Total	12,870	30	14,532	30	14,532	30	12,452	49	14,387	48	14,387	48
Bulk cargo (††)	175	75	161	82	1,491	39	323	31	257	33	257	33
Other dry cargo	12,695	30	14,371	29	13,042	29	12,129	49	14,130	48	14,130	48
All dry cargo												
Total	66,419	43	70,908	44	70,908	44	23,190	38	26,303	42	26,303	42
Bulk cargo	37,380	46	38,554	47	42,030	46	5.087	17	6,083	28	6,753	26
Other dry cargo	29,038	40	32,354	39	28,878	41	18.104	44	20,220	47	19,551	48
II. TANKER CARGO												
Total	98,483	28	104,889	23	104,889	23	11,406	68	14,076	51	14,076	51
III. ALL CARGO												
Total	164,902	34	175,798	32	175,798	32	34,597	48	40,379	45	40,379	45

(†) (‡) (§) (‖) (¶) (††) See notes to Tables 3 and 4.
(‡‡) In 1968 the commodities treated as bulk cargoes were revised. In 1967 bulk cargo imports included unmilled cereals; raw sugar; wood, lumber and cork, pulp and waste paper, iron and manganese ores and concentrates; crude simply prepared fertilizers; esparto grass; cement. These were all treated as bulk in 1968 except that wood, lumber and cork (SITC Sections 2-4) were replaced by pit props, poles, etc. and coniferous wood. In addition the following commodities were treated as bulk cargoes: feeding stuffs for animal other than oil cake (SITC Sections 0 and 1); sulphur and iron pyrites; scrap and waste metal of iron and steel; bauxite and concentrates (SITC Sections 2-4); plywood and newsprint (SITC Sections 5-9). The only change in bulk exports was by the addition of unmilled cereals (SITC Sections 0 and 1).

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Table 3. United Kingdom imports by sea in 1968

Balance of Payments Areas

Weight

	1968											
	All Areas		Sterling		North America		Western Europe		Latin America		Other Non-Sterling	
	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %
I. DRY CARGO												
Food, beverages and tobacco (†)												
Total	19,341	46	7,381	66	4,552	37	5,409	35	483	59	1,515	23
Bulk cargo (‡)	10,822	41	3,524	60	3,844	33	2,645	37	171	41	638	6
Other dry cargo	8,519	52	3,857	73	708	55	2,764	26	312	69	877	35
Basic materials and dry cargo fuels (§)												
Total	37,035	48	4,240	62	5,905	64	14,146	36	3,075	29	9,669	55
Bulk cargo (‖)	29,718	47	1,384	48	4,918	68	12,024	37	2,806	25	8,586	57
Other dry cargo	7,317	49	2,856	69	988	45	2,122	29	269	68	1,083	37
Manufactures, etc. (¶)												
Total	14,532	30	1,409	63	3,348	38	8,190	22	131	83	1,455	19
Bulk cargo	1,491	39	155	95	556	41	583	25	4	82	193	34
Other dry cargo	13,042	29	1,254	59	2,792	38	7,607	22	127	83	1,262	17
All dry cargo												
Total	70,908	44	13,030	65	13,805	49	27,744	31	3,690	35	12,639	47
Bulk cargo (††)	42,030	46	5,063	58	9,317	52	15,251	37	2,981	26	9,417	53
Other dry cargo	28,878	41	7,967	69	4,488	42	12,493	24	709	71	3,222	29
II. TANKER CARGO												
Total	104,889	23	50,194	20	905	15	19,341	28	8,827	28	25,722	25
III. ALL CARGO												
Total	175,798	32	63,224	29	14,610	47	47,085	30	12,517	30	38,361	32

(†) SITC Sections 0 and 1.
(‡) Unmilled cereals, raw sugar, feeding stuff for animals other than oil cake.
(§) SITC Sections 2-4.
(‖) Pitprops; poles, etc.; coniferous wood; pulp and waste paper; crude or simply prepared fertilizers; sulphur and iron pyrites; iron and manganese ores and concentrates; scrap and waste metal of iron and steel; bauxite and concentrates; esparto grass.
(¶) SITC Sections 5-9, excluding parcel post.
(††) Plywood; newsprint; cement.

Table 4. United Kingdom exports by sea in 1968

Balance of Payments Areas

Weight

	1968											
	All Areas		Sterling		North America		Western Europe		Latin America		Other Non-Sterling	
	All flags (Th. tons)	UK flag % (‡‡)	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %	All flags (Th. tons)	UK flag %
I. DRY CARGO												
Food, beverages and tobacco (†)												
Total	2,266	32	423	70	320	43	1,321	13	37	72	165	50
Bulk cargo (‡)	670	3	10	16	—	—	650	3	—	—	10	—
Other dry cargo	1,596	44	413	71	320	43	671	23	37	72	155	53
Basic materials and dry cargo fuels (§)												
Total	9,651	36	694	72	311	35	8,346	33	56	48	243	39
Bulk cargo (‖)	5,826	28	242	78	139	11	5,325	26	36	35	83	21
Other dry cargo	3,825	49	452	69	172	54	3,021	46	20	71	160	49
Manufactures, etc. (¶)												
Total	14,387	48	4,451	73	2,400	38	4,978	29	699	70	1,859	45
Bulk cargo (††)	257	33	109	63	16	31	20	14	4	39	108	7
Other dry cargo	14,130	48	4,342	73	2,384	38	4,958	29	695	70	1,751	47
All dry cargo												
Total	26,303	42	5,568	73	3,031	38	14,645	30	792	68	2,267	45
Bulk cargo	6,753	26	361	72	155	13	5,995	23	40	35	202	12
Other dry cargo	19,551	48	5,207	73	2,876	40	8,650	34	752	70	2,066	48
II. TANKER CARGO												
Total	14,076	51	1,187	66	1,650	28	10,781	53	110	56	348	49
III. ALL CARGO												
Total	40,379	45	6,755	72	4,681	35	25,426	40	902	67	2,615	45

(†) SITC Sections 0 and 1.
(‡) Cereals, unmilled.
(§) SITC Sections 2-4.
(‖) Clay; coal, coke and briquettes.
(¶) SITC Sections 5-9, excluding parcel post.
(††) Cement.

(Tables continued on next page)

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" - *The Times*

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HMSO

SEA-BORNE TRADE OF THE UNITED KINGDOM, *continued*

Table 5. United Kingdom imports by sea in 1968

Principal countries from which consigned

Proportion of weight of cargo carried by UK ships

Weight

Country or Area from which consigned	Total				Dry Cargo				Tanker			
	1966	1967	1968		1966	1967	1968		1966	1967	1968	
	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)
NEAR AND SHORT SEA TRADES												
Grand Total	34	28	27	88,616	29	29	31	37,249	38	28	24	51 366
Irish Republic	60	49	56	1,723	57	51	53	1,216	89	45	63	507
European Economc Community												
Total	26	25	32	25,711	30	31	34	9,006	24	22	30	16,705
France	23	18	29	5,470	24	23	35	2,064	22	15	25	3,406
Belgium and Luxembourg	38	43	49	2,321	42	47	49	1,115	30	37	49	1,207
Netherlands	26	27	33	10,028	30	32	33	3,478	24	24	33	6,550
Western Germany	28	32	34	2,265	24	25	29	1,446	35	44	43	819
Italy	23	20	25	5,627	31	29	27	904	22	19	24	4,722
Scandinavia and Baltic												
Total	24	25	30	21,596	24	26	29	20,867	22	14	38	730
Denmark	17	15	13	1,145	16	14	13	1,112	25	21	19	33
Norway	21	23	30	3,569	21	23	31	3,379	40	28	28	190
Sweden	30	30	37	8,802	31	30	36	8,455	8	27	59	346
Finland	10	11	11	3,033	10	12	11	2,913	20	4	9	120
Iceland	2	3	2	64	2	3	2	62	—	—	—	2
USSR	30	37	37	3,862	30	38	37	3,824	7	—	—	38
Poland	15	19	18	737	15	19	18	737	100	—	—	—
Eastern Germany	7	5	3	385	7	5	3	385	—	—	—	—
Iberia and Mediterranean												
Total	44	32	21	39,585	37	30	26	6,160	46	32	20	33,425
Spain	33	31	22	3,358	38	45	41	1,592	11	8	5	1,766
Portugal	28	19	14	459	27	21	14	426	37	—	4	33
Austria	21	20	20	262	21	20	20	262	—	—	—	—
Switzerland	34	40	49	124	34	40	49	123	—	—	—	—
Greece	14	21	16	234	17	19	12	219	—	34	84	15
Turkey	18	43	22	150	37	34	26	103	9	58	12	47
Yugoslavia	37	26	30	239	22	25	28	153	47	26	32	86
Libya	40	38	17	21,575	22	71	—	—	40	38	17	21,575
Algeria	40	44	55	1,742	75	38	53	170	29	45	55	1,572
Morocco	33	26	16	1,296	33	27	16	1,296	—	—	—	—
Tunisia	62	47	14	283	62	54	38	105	—	28	—	178
Egypt	19	19	3	291	29	11	7	51	17	21	2	239
Israel	24	18	18	833	42	43	35	426	—	—	—	407
Iraq (†)	67	39	34	3,010	—	—	—	—	67	39	34	3,010
Saudi Arabia (†)	22	20	21	4,482	—	—	—	—	22	20	21	4,482
Other countries (‡)	16	15	14	1,249	16	14	13	1,234	16	34	69	15
DEEP SEA TRADES												
Grand Total	36	38	36	87,182	57	58	58	33,659	22	27	23	53 523
Central and West Africa												
Total	43	53	67	6,994	76	76	80	5,221	19	30	26	1,773
Nigeria	26	33	41	2,167	84	76	79	589	19	27	26	1,577
Ghana	31	34	36	481	31	34	37	465	—	—	—	16
Gambia and Sierra Leone	64	54	64	347	64	54	64	347	—	—	—	—
Liberia	79	85	99	1,587	79	85	99	1,587	—	—	—	—
Other countries (§)	83	80	76	2,413	84	81	80	2,233	—	72	29	180
South and East Africa												
Total	64	60	57	3,848	67	62	58	3,714	32	36	30	134
Republic of South Africa	69	61	56	2,418	71	62	57	2,362	48	40	31	56
Kenya	67	70	70	213	95	94	76	190	22	—	22	23
Zambia, Malawi and Rhodesia	78	70	85	286	78	70	85	286	—	—	—	—
Mauritius and Seychelles	35	39	25	505	36	36	26	486	—	100	—	19
Other countries (‖)	67	68	70	426	75	69	72	390	—	—	50	36
Persian Gulf and Indian Ocean												
Total	24	29	22	40,961	57	47	48	1,172	23	28	21	39,789
Republic of South Yemen	51	28	29	558	85	77	10	7	51	28	29	551
Saudi Arabia and Yemen (¶)	22	20	21	4,482	95	27	—	—	22	20	21	4,482
Iraq	43	26	13	3	43	26	13	3	—	—	—	—
Iran	27	34	23	9,962	54	49	19	24	27	34	23	9,938
India	49	38	47	763	49	40	42	682	46	35	82	81
Pakistan	49	37	40	298	56	42	45	264	23	18	—	34
Ceylon	99	96	91	128	99	96	91	128	—	—	—	—
Burma	73	46	47	59	73	46	47	59	—	—	—	—
Other countries (††)	20	24	20	24,708	24	59	70	4	20	24	20	24 704
Far East												
Total	74	71	68	1,456	79	74	73	1,328	36	39	11	129
Malaysia	82	82	83	630	98	95	95	532	36	—	14	98
Thailand	96	96	95	39	96	96	95	39	—	—	—	—
Philippines	65	78	49	98	65	78	49	98	—	—	—	—
Hong Kong	98	94	95	118	98	94	95	118	—	—	—	—
China	56	36	39	169	56	36	39	169	—	—	—	—
Japan	66	59	58	303	66	59	58	303	—	—	—	—
Other countries (‡‡)	51	72	26	98	51	50	37	68	—	100	—	30
Australasia												
Total	71	77	79	3,340	71	77	80	3,318	100	80	12	22
Australia	66	72	74	2,295	66	71	75	2,273	100	80	12	22
New Zealand	99	98	99	795	99	98	99	795	—	—	—	—
British Islands in Pacific	45	58	63	249	45	58	63	249	—	—	—	—
North America												
Total	45	42	47	14,610	46	50	49	13,805	7	11	15	805
United States of America	35	28	31	5,883	38	40	34	5,091	7	11	15	792
Canada	52	56	58	8.726	52	56	58	8.714	89	31	44	12

(Table continued on next page)

Table 5, *continued*

Weight

Country or Area from which consigned	Total				Dry Cargo				Tanker			
	1966	1967	1968		1966	1967	1968		1966	1967	1968	
	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)
Central and South America												
Total	26	27	29	12,196	42	40	35	3,665	20	22	26	8,531
Mexico	28	28	31	339	29	28	34	314	—	—	—	24
Panama	37	1	40	37	54	85	14	1	37	1	41	36
Columbia	21	17	19	227	34	37	40	38	21	17	15	189
Venezuela	17	19	21	9,797	4	3	2	1,686	19	22	25	8 111
Peru	71	66	72	230	95	82	58	81	64	63	80	149
Chile	86	90	85	156	86	90	85	156	—	—	—	—
Brazil	69	77	70	930	69	77	69	919	—	—	100	11
Argentina	62	48	63	329	60	48	63	329	100	—	—	—
Other countries (‖‖)	75	75	71	152	75	75	76	142	100	—	—	10
West Indies												
Total	40	53	54	3,777	61	69	66	1,436	30	44	47	2,341
Trinidad	38	53	57	1,169	83	74	63	265	31	48	55	903
Jamaica	58	72	74	384	58	72	75	384	—	—	—	—
Guyana	64	76	68	242	61	75	68	242	100	100	—	—
Other Commonwealth West Indies	59	82	74	379	63	85	74	379	1	3	—	—
Netherlands Antilles	22	36	34	1,282	29	49	39	142	21	34	33	1,141
Cuba	72	57	71	319	63	—	1	23	74	76	76	296
Other countries (‖‖)	1	76	4	2	1	2	4	2	—	100	—	—

(†) Tanker cargo assumed to be shipped from Eastern Mediterranean ports (see Note ¶).
(‡) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania, Syria, Lebanon.
(§) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazzaville), Congo (Kinshasha, formerly Leopoldville), Rwanda Burundi, Central African Republic, Chad, Spanish West Africa.
(‖) Uganda, Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands and Reunion, Tanzania.
(¶) Tanker cargo assumed to be shipped from the Persian Gulf (see Note †).
(††) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(‡‡) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, Republic of Vietnam, North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(§§) Guatemala, Honduras, Nicaragua, Costa Rica, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(‖‖) Hayti, Dominican Republic.

Table 6. United Kingdom exports by sea in 1968

Principal countries to which consigned

Proportion of weight of cargo carried by UK registered ships

Weight

Country or Area to which consigned	Total				Dry Cargo				Tanker			
	1966	1967	1968		1966	1967	1968		1966	1967	1968	
	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)
NEAR AND SHORT SEA TRADES												
Grand Total	38	42	40	28,591	21	23	30	16,883	61	70	54	11,708
Irish Republic	58	60	52	1,710	53	48	39	1,004	64	80	70	706
European Economic Community												
Total	27	32	39	11,488	21	26	38	8,523	45	51	42	2,965
France	21	32	49	1,942	19	31	50	1,858	49	69	11	84
Belgium and Luxembourg	39	51	51	1,100	42	45	55	888	32	60	38	211
Netherlands	39	38	40	3,291	30	36	46	1,843	47	41	31	1,448
Western Germany	20	23	36	3,313	14	16	30	2,447	45	66	55	867
Italy	14	16	25	1,842	13	14	16	1,486	97	62	63	356
Scandinavia and Baltic (†)												
Total	45	53	42	12,038	13	16	17	4,678	65	76	58	7,360
Denmark	46	58	46	3,584	10	15	18	782	63	71	54	2,802
Norway	40	49	47	2,589	20	23	24	1,484	59	79	77	1,105
Sweden	54	61	42	4,776	13	11	10	1,398	68	80	56	3,379
Finland	26	20	15	600	10	13	14	574	76	68	37	26
Iceland	59	31	41	73	2	4	1	26	93	85	63	47
USSR	8	15	15	219	8	15	15	218	17	40	6	1
Poland	16	19	29	128	16	19	29	127	45	48	22	1
Eastern Germany	2	1	1	66	3	1	1	66	—	—	—	—
Iberia and Mediterranean												
Total	27	25	28	3,356	22	22	25	2,679	68	48	41	677
Spain	15	15	16	1,191	11	13	14	904	65	28	20	288
Portugal	28	26	31	385	24	23	24	270	68	35	46	115
Austria	30	34	41	93	30	34	41	93	—	—	—	—
Switzerland	28	29	35	296	28	29	35	295	30	40	68	1
Greece	32	26	40	184	22	18	23	134	95	75	85	50
Turkey	36	35	33	113	36	33	29	107	24	98	94	7
Yugoslavia	35	31	35	123	11	13	25	79	93	89	53	44
Libya	39	42	46	115	38	39	35	93	79	87	93	23
Algeria	32	33	33	19	26	33	33	19	100	16	—	—
Lebanon	49	39	41	65	49	41	41	60	51	25	48	5
Egypt	46	23	37	64	30	12	16	37	99	77	66	26
Israel	34	24	36	177	34	23	36	175	31	60	40	2
Other countries (‡)	36	41	33	530	32	37	29	414	75	63	46	116

(Table continued on next page)

SEA-BORNE TRADE OF THE UNITED KINGDOM, *continued*

Table 6, *continued*

Weight

Country or Area to which consigned	Total				Dry Cargo				Tanker			
	1966	1967	1968		1966	1967	1968		1966	1967	1968	
	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)	UK flag %			All flags (Th. tons)
DEEP SEA TRADES												
Grand Total	66	61	59	11,788	68	62	64	9,420	49	50	36	2,368
Central and West Africa												
Total	70	58	58	1,044	70	58	61	690	81	59	51	354
Nigeria	78	72	73	420	78	77	76	300	86	26	65	121
Ghana	48	38	69	119	47	38	69	116	68	73	74	4
Gambia and Sierra Leone	82	82	49	105	82	76	72	60	78	99	18	45
Other countries (§)	81	47	41	399	81	40	32	215	92	67	51	184
South and East Africa												
Total	84	83	81	1,251	84	84	85	1,100	84	79	56	151
Republic of South Africa	80	81	80	710	80	82	85	627	81	77	42	83
Kenya	99	95	92	170	99	94	90	146	100	100	99	23
Zambia, Malawi and Rhodesia	93	93	91	100	93	93	91	100	98	100	—	—
Other countries (‖)	86	79	74	271	86	80	77	227	83	66	59	44
Persian Gulf and Indian Ocean												
Total	72	68	65	1,258	71	68	65	1,220	81	73	70	38
Republic of South Yemen	99	93	77	23	99	94	76	21	100	89	86	1
Saudi Arabia and Yemen	77	77	67	68	75	76	68	61	86	80	61	8
Iraq	68	62	72	43	69	62	71	41	42	45	95	2
Iran	70	73	62	333	69	72	62	331	77	81	64	2
India	49	51	48	193	48	51	48	191	72	88	58	2
Pakistan	71	69	66	187	71	69	66	183	83	77	77	4
Ceylon	96	91	82	173	96	91	82	172	100	100	—	—
Burma	73	56	55	25	69	56	55	24	95	48	56	2
Other countries (¶)	77	71	69	212	77	71	69	195	86	71	70	17
Far East												
Total	81	54	82	1,117	84	54	82	1,098	35	56	83	19
Malaysia	86	91	97	319	95	95	97	312	12	55	95	7
Thailand	92	85	93	77	92	85	92	75	90	94	99	2
Philippines	90	94	91	77	90	95	91	77	91	80	—	—
Hong Kong	92	97	96	236	94	97	96	234	71	89	81	2
China	55	25	39	198	55	25	39	197	—	—	100	1
Japan	73	37	84	149	72	37	84	146	87	84	89	3
Other countries (††)	43	28	63	60	44	29	64	56	23	20	47	4
Australasia												
Total	94	93	95	1,100	94	93	95	1,078	75	79	77	22
Australia	95	92	94	712	95	92	94	700	88	91	87	12
New Zealand	94	94	96	354	94	95	97	345	60	66	65	10
British Islands in Pacific	85	83	98	34	85	83	98	34	—	—	—	—
North America												
Total	39	43	35	4,681	38	42	38	3,031	42	46	28	1,650
United States of America	31	33	30	3,956	32	34	33	2,381	29	30	25	1,576
Canada	59	71	63	725	57	63	58	650	68	89	100	74
Central and South America												
Total	69	67	69	860	70	71	71	750	69	8	56	110
Mexico	62	61	60	109	62	61	60	109	—	—	—	—
Venezuela	67	75	66	102	67	78	66	98	65	41	71	4
Peru	83	85	87	44	83	85	87	44	—	—	—	—
Chile	68	86	88	38	68	86	88	38	—	—	—	—
Brazil	69	54	72	250	69	76	84	145	39	—	56	105
Argentine	80	70	67	176	80	70	67	176	—	—	—	—
Other countries (‡‡)	59	58	65	141	59	59	65	140	71	25	73	1
West Indies												
Total	60	62	63	478	62	67	64	453	38	32	42	24
Trinidad	67	65	65	114	67	64	64	112	67	81	76	2
Jamaica	74	78	75	104	74	78	75	103	73	89	80	1
Guyana	44	55	61	52	44	55	60	50	43	54	84	2
Other Commonwealth Countries	65	65	73	131	65	79	77	123	70	2	8	8
Netherlands Antilles	41	50	49	34	52	57	48	24	34	45	54	10
Other countries (§§)	26	26	18	43	26	25	18	42	67	61	6	1

(†) Includes exports for the use of oil rigs on the North Sea continental shelf.
(‡‡) Gibraltar, Malta, Cyprus, Hungary, Czechoslovakia, Albania, Bulgaria, Rumania, Morocco, Tunisia, Syria.
(§) Angola, Cape Verde Islands, Mauritania, Senegal, Mali, Guinea, Liberia, Ivory Coast, Upper Volta, Niger, Togo, Dahomey, Cameroon, Gabon, Congo (Brazziville), Congo (Kinshasa formerly Leopoldville), Rwanda, Burundi, Central African Republic, Chad, Spanish West Africa.
(‖) Tanzania, Uganda, Mauritius, Seychelles, Lesotho (formerly Basutoland), Botswana (formerly Bechuanaland), Swaziland, Portuguese East Africa, Malagasy Republic, Somali Republic, French Somaliland, Ethiopia, Sudan, Comoro Islands, and Reunion.
(¶) Bahrain, Qatar, Abu Dhabi and other Trucial States, Jordan, Muscat and Oman, Kuwait, Afghanistan.
(††) Indonesia, Portuguese Timor, Macao, French possessions in the Pacific, Republic of Vietnam, North Vietnam, Laos, Cambodia, Formosa, Republic of Korea, North Korea, People's Republic of Mongolia.
(‡‡) Guatemala, Honduras, Nicaragua, Costa Rica, Panama, Colombia, El Salvador, Ecuador, Bolivia, Uruguay, Paraguay.
(§§) Hayti, Dominican Republic, Cuba.

(Continued on next page)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Table 7. United Kingdom trade by sea in 1968

Proportion of ton-miles (†) by United Kingdom registered ships

Ton-miles

	All Routes UK Flag percentage			1968	Short Sea UK Flag percentage			1968	Deep Sea UK Flag percentage			1968
	1967	1968 Old basis	Revised basis	All flags (Th. mn.)	1967	1968 Old basis	Revised basis	All flags (Th. mn.)	1967	1968 Old basis	Revised basis	All flags (Th. mn.)
IMPORTS												
Bulk cargo (‡)	50	51	49	116·9	32	36	35	24·1	54	55	53	92·8
Other dry cargo (‡)	60	58	61	105·2	23	22	22	14·6	67	64	67	90·6
Total dry cargo	55	55		222·1	28	30		38·7	60	60		183·4
Tanker cargo	28	22		610·1	29	21		107·2	28	22		502·9
Total	36	30		832·2	29	23		145·9	38	32		686·3
EXPORTS												
Bulk cargo (‡)	23	28	26	7·8	8	14	13	5·1	45	52	52	2·7
Other dry cargo (‡)	61	70	70	72·3	25	28	29	9·6	66	76	76	62·8
Total dry cargo	57	66		80·2	20	23		14·7	65	75		65·5
Tanker cargo	64	49		17·5	71	55		8·5	55	43		8·9
Total	58	63		97·6	37	35		23·2	64	71		74·4
ALL TRADES (§)												
Bulk cargo (‡)	48	50	48	124·7	28	32	31	29·2	53	55	53	95·5
Other dry cargo (‡)	61	63	65	177·6	24	24	25	24·2	67	69	71	153·4
Total dry cargo	55	58		302·3	26	28		53·4	61	64		248·9
Tanker cargo	29	22		627·6	32	24		115·7	29	22		511·8
Total	39	34		929·9	30	25		169·1	40	36		760·7

(†) Nautical.
(‡) The revised percentages shown for 1968 are not strictly comparable with those shown for 1967 as several bulk commodities separately distinguished in 1968 were not so distinguished in 1967 (see note (‡‡) on Table 2).
(§) Excluding re-exports.

Table 8. United Kingdom trade by sea in 1968

Average length of haul

Nautical miles per ton of cargo

	All flags					UK flag				
	Total	Dry Cargo			Tanker	Total	Dry Cargo			Tanker
		Total	Bulk	Other			Total	Bulk	Other	
IMPORTS										
Short Sea	1,650	1,040	1,130	910	2,090	1,440	1,010	1,110	830	1,840
Deep Sea	7,870	5,450	4,460	7,040	9,400	6,900	5,630	4,220	7,710	8,910
Total	4,730	3,130	2,780	3,640	5,820	4,570	3,930	3,000	5,430	5,370
EXPORTS										
Short Sea	810	870	820	900	730	720	680	420	790	740
Deep Sea	6,310	6,950	5,670	7,020	3,770	7,690	8,140	8,330	8,130	4,500
Total	2,420	3,050	1,160	3,700	1,240	3,350	4,740	1,190	5,390	1,200
ALL TRADES (†)										
Short Sea	1,440	990	1,060	910	1,830	1,200	910	990	810	1,470
Deep Sea	7,790	5,780	4,490	7,030	9,160	7,040	6,230	4,280	7,890	8,630
Total	4,300	3,110	2,560	3,670	5,280	4,270	4,140	2,850	5,410	4,430

(†) Excluding re-exports.

Table 9. United Kingdom trade by sea in 1968

Proportion carried by principal flags

Percentages

Flag	Total		Dry Cargo						Tanker	
			Total		Bulk		Other			
	Weight	Value	Weight	Value	Weight	Value	Weight	Value	Weight	Value
IMPORTS										
United Kingdom	31·6	46·4	43·6	49·8	45·5	34·6	40·8	52·8	23·4	25·5
Liberia	16·3	4·0	4·1	1·0	6·3	4·1	0·9	0·4	24·6	22·5
Norwegian	15·6	7·8	10·3	6·2	11·1	9·4	9·2	5·5	19·2	18·2
Dutch	5·8	7·6	7·4	7·8	4·8	6·9	11·3	8·0	4·7	6·1
West German	5·6	8·8	10·0	9·8	8·2	13·1	12·6	9·2	2·6	2·7
Swedish	4·6	4·1	5·8	4·1	6·7	6·5	4·5	3·7	3·7	3·6
Greek	2·9	1·7	1·9	1·4	2·2	2·9	1·5	1·1	3·5	3·6
Panamanian	2·6	0·7	0·9	0·3	1·3	0·8	0·3	0·1	3·7	3·4
Danish	2·5	4·2	2·7	4·5	1·7	3·2	4·2	4·7	2·3	2·3
French	2·2	1·9	1·5	1·7	1·6	1·4	1·4	1·8	2·7	2·6
Italian	2·2	0·8	0·8	0·4	1·0	0·8	0·7	0·3	3·1	3·0
Russian	1·5	1·6	2·8	1·8	3·5	5·2	1·8	1·1	0·6	0·7
Japanese	1·2	0·8	0·2	0·7	0·1	0·2	0·3	0·8	2·0	1·8
Finnish	1·1	1·3	2·0	1·5	2·3	5·4	1·5	0·7	0·5	0·5
Belgian	1·0	0·8	0·3	0·7	0·2	0·2	0·5	0·8	1·5	1·6
East German	0·3	0·4	0·5	0·4	0·5	0·6	0·6	0·4	0·2	0·1
Other	3·0	7·1	5·2	7·9	3·0	4·7	7·9	8·6	1·7	1·8
	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0

(Table continued on next page)

SEA-BORNE TRADE OF THE UNITED KINGDOM, *continued*

Table 9, *continued*

Percentages

Flag	Total		Dry Cargo						Tanker	
			Total		Bulk		Other			
	Weight	Value	Weight	Value	Weight	Value	Weight	Value	Weight	Value
EXPORTS										
United Kingdom	45·3	55·5	42·3	55·6	25·5	18·5	48·1	56·0	51·0	52·1
Norwegian	10·8	5·2	7·2	4·8	10·1	7·5	6·2	4·8	17·6	16·5
West German	9·3	8·8	13·4	9·0	19·0	29·2	11·4	8·8	1·7	2·7
Dutch	9·3	7·0	12·4	7·1	16·3	20·9	10·9	6·9	3·4	3·9
Danish	3·5	2·5	3·9	2·5	4·5	6·0	3·7	2·4	2·6	3·3
Liberia	3·1	0·6	1·4	0·5	1·6	1·3	1·3	0·5	6·5	4·3
Swedish	3·1	3·8	3·5	3·8	4·0	2·7	3·3	3·8	2·3	2·7
Panamanian	2·2	0·2	0·7	0·1	2·2	0·8	0·2	0·1	5·1	4·2
Greek	2·2	1·2	1·6	1·2	1·0	0·9	1·8	1·2	3·3	2·3
Italian	1·7	0·3	1·4	0·2	3·1	1·1	0·7	0·2	2·2	2·4
French	1·4	1·6	2·0	1·6	5·3	3·7	0·9	1·6	0·2	0·2
United States	1·3	2·6	1·4	2·7	1·8	0·1	1·2	2·7	1·1	0·8
Spanish	1·3	0·7	1·8	0·7	3·4	4·0	1·3	0·7	0·2	0·6
Finnish	0·8	0·8	0·9	0·9	0·4	0·5	1·1	0·9	0·5	0·5
Irish Republican	0·7	0·7	1·0	0·8	0·5	0·6	1·1	0·8	0·3	0·3
Belgium	0·7	0·7	0·6	0·7	0·4	0·7	0·6	0·7	1·0	0·9
Other	3·3	7·8	4·5	7·8	0·9	1·5	6·2	7·9	1·0	2·3
	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0	100·0

Table 10. United Kingdom trade by sea

Tonnage carried by Principal Foreign Flags in trade with their own country and with other countries

Weight

Flag	Imports						Exports					
	% with other countries			1968			% with other countries			1968		
	1966	1967	1968	Flag Total (Th. tons)	UK trade with own country (Th. tons)	UK trade with other countries (Th. tons)	1966	1967	1968	Flag Total (Th. tons)	UK trade with own country (Th. tons)	UK trade with other countries (Th. tons)
DRY CARGO												
Norway	76	76	77	7,310	1,709	5,601	55	58	53	1,910	895	1,015
Western Germany	91	92	92	7,086	574	6,512	71	74	74	3,549	909	2,640
Netherlands	73	69	69	5,257	1,634	3,623	79	77	77	3,278	752	2,526
Sweden	30	39	32	4,135	2,810	1,325	56	58	48	934	488	446
Denmark	67	67	64	1,929	700	1,229	74	77	76	1,045	253	792
Liberia	100	100	100	2,906	—	2,906	100	100	100	359	—	359
Greece	96	95	96	1,366	51	1,314	10	90	94	411	25	386
France	59	64	63	1,083	401	682	25	21	28	544	389	155
Finland	29	24	22	1,406	1,102	304	27	25	14	249	214	35
USSR	16	18	17	1,986	1,652	334	50	27	24	139	105	34
Italy	95	74	80	596	120	476	7	32	34	364	241	123
Panama	100	100	100	626	—	626	100	100	98	190	3	187
Spain	31	20	17	403	335	68	43	49	45	485	269	216
Irish Republic	29	12	32	359	245	114	15	21	30	260	181	79
USA	7	12	10	240	215	25	4	4	36	360	230	130
Poland	29	36	30	327	230	97	27	22	25	83	62	21
Yugoslavia	78	89	80	252	50	202	37	44	61	88	34	54
Eastern Germany	69	81	82	354	64	290	66	68	65	65	22	42
Belgium	76	76	80	210	43	168	87	83	86	154	22	132
India	4	8	27	231	170	62	8	4	8	87	80	7
Republic of South Africa	23	16	14	182	156	26	7	7	14	82	71	11
Switzerland	100	100	100	150	—	150	100	100	100	12	—	12
TANKER												
Liberia	100	100	100	25,783	—	25,783	100	100	100	910	—	910
Norway	100	100	100	20,118	27	20,091	80	93	92	2,474	199	2,275
Netherlands	76	74	80	4,951	971	3,980	77	40	61	478	187	291
Panama	100	100	100	3,863	—	3,863	100	99	100	719	—	719
Sweden	97	100	99	3,912	36	3,876	48	78	48	318	165	153
Italy	89	89	94	3,264	207	3,057	100	99	94	308	17	291
Greece	99	99	100	3,707	—	3,707	100	100	100	462	1	461
Western Germany	92	97	98	2,720	65	2,654	69	58	75	239	59	180
France	92	87	86	2,863	390	2,473	32	74	89	28	3	25
Denmark	99	99	99	2,441	17	2,424	59	48	29	372	263	109
Belgium	97	100	100	1,555	1	1,554	100	65	75	143	36	107
Japan	100	100	100	2,078	—	2,078	99	80	57	1	—	1
Finland	98	75	88	507	62	445	79	77	91	67	6	61
USA	6	83	47	59	31	28	51	44	10	154	138	16
USSR	58	87	94	660	37	623	97	96	89	9	1	8

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Table 11. United Kingdom imports by sea in 1966, 1967 and 1968

Cereals, unmilled (including cereals for sowing)

Weight

Country or Area from which consigned	All Flags (Thousand Tons)			U.K. Flag Per cent		
	1966	1967	1968	1966	1967	1968
Belgium	284	148	120	45	63	48
France	266	431	494	15	24	35
Netherlands	1,060	1,159	1,436	40	42	45
Rumania	92	417	284	—	2	—
Other European countries	110	97	473	2	8	3
South Africa	75	651	849	22	41	41
Australia	577	449	362	41	60	73
Canada	1,922	1,829	1,579	32	39	44
United States of America	3,035	2,298	2,146	34	35	25
Argentine	372	445	85	49	32	50
Other Western Hemisphere countries	176	97	13	42	17	13
Other countries	87	117	210	50	36	58
Total	8,055	8,137	8,051	35	36	36

Table 12. United Kingdom imports by sea in 1966, 1967 and 1968

Wood, lumber and cork

Weight

Country of Area from which consigned	All Flags (Thousand tons)			U.K. Flag Per cent		
	1966	1967	1968	1966	1967	1968
Finland	991	919	1,042	6	6	5
Sweden	636	920	1,202	5	6	7
Norway	29	24	39	41	42	46
USSR	1,353	1,227	1,302	1	2	1
Poland, Eastern Germany	268	268	287	1	2	1
Other European countries	370	306	357	15	16	11
Canada	1,050	1,106	812	38	25	21
United States of America	46	52	37	43	49	46
Brazil	128	104	147	32	39	43
West and Central Africa	380	308	378	89	84	79
Malaysia	126	125	153	99	95	94
Other countries	88	71	81	78	78	71
Total	5,466	5,428	5,837	21	18	17

Table 13. United Kingdom imports by sea in 1966, 1967 and 1968

Pulp and waste paper

Weight

Country of Area from which consigned	All Flags (Thousand tons)			U.K. Flag Per cent		
	1966	1967	1968	1966	1967	1968
Finland	826	689	710	4	5	5
Sweden	1,220	1,119	1,054	17	22	12
Norway	749	700	832	39	44	37
Portugal	83	73	108	26	23	16
USSR	53	39	35	3	—	1
Other European countries	71	79	91	25	19	8
South Africa	97	106	133	95	95	98
Canada	333	266	268	41	27	18
United States of America	163	220	244	43	45	50
Other countries	50	40	49	43	43	44
Total	3,644	3,332	3,524	24	28	23

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

Table 14. United Kingdom imports by sea in 1966, 1967 and 1968

Iron ore (†)

Weights

Country of Area from which consigned	All Flags (Thousand tons)			U.K. Flag Per cent		
	1966	1967	1968	1966	1967	1968
Norway	647	677	963	24	28	57
Sweden	4,192	3,589	4,617	41	45	57
Spain	432	654	559	64	72	83
USSR	925	1,397	1,475	83	81	91
Other European countries	403	409	236	27	31	35
North African countries	1,070	496	268	81	50	50
Sierra Leone	359	209	276	59	44	58
Other West African countries	3,086	3,351	3,408	81	83	89
Canada	2,153	3,082	3,294	73	83	86
Venezeula	1,292	1,369	1,669	3	2	2
Brazil	680	741	556	84	87	90
Other countries	3	106	278	99	62	89
Total	15,961	16,080	17,599	57	62	68

† Comprising iron ore and concentrates (except chrome iron ore), iron pyrites (including cupreous), roasted.

Table 15. United Kingdom imports by sea in 1966, 1967 and 1968

Petroleum Tanker cargoes

Weight

Country or Area from which consigned	All Flags (Thousand tons)			U.K. Flag Per cent		
	1966	1967	1968	1966	1967	1968
I. CRUDE AND PARTLY REFINED						
Western Europe	1,791	1,756	3,714	36	36	37
Libya	10,030	10,581	21,575	40	38	17
West Africa	6,962	4,675	170	18	30	27
Saudi Arabia	6,490	10,184	8,922	22	20	21
Iraq	10,372	3,355	2,977	67	38	34
Iran	4,318	16,784	9,459	25	34	23
Kuwait	15,665	11,824	18,199	19	24	17
Other Persian Gulf countries	4,477	1,682	6,027		17	27
Venezeula	7,458	7,402	6,943	19	22	24
Other countries	2,798	5,217	2,184	19	18	27
Total	70,360	73,462	81,703	30	28	21
II. PRODUCTS						
Western Europe	13,144	15,566	15,471	22	20	26
Persian Gulf and Indian Ocean	2,632	2,408	1,660	47	38	32
Latin America	1,833	1,530	1,216	23	22	33
British West Indies	1,051	737	718	30	42	57
Netherlands Antilles	969	681	586	19	36	29
Other Areas	1,658	2,618	1,970	22	22	22
Total	21,288	23,539	21,621	25	23	28

Table 16. United Kingdom exports by sea in 1966, 1967 and 1968

Coal, Coke and Briquettes

Country or Area from which consigned	All Flags			U.K. Flag Per cent		
	1966	1967	1968	1966	1967	1968
Belgium and Luxembourg	132	66	148	76	80	92
France	655	538	433	10	11	18
Western Germant	455	380	749	11	10	48
Netherlands	405	200	624	57	58	84
Irish Republic	346	195	168	78	75	84
Denmark	287	110	134	9	17	32
Norway	606	516	615	16	19	14
Sweden	286	181	185	26	16	12
Portugal	190	120	74	1	8	1
Other European countries	357	292	387	1	5	7
Other countries	30	11	35	30	42	31
Total	3,748	2,607	3,552	25	22	40

Thro' Nine Reigns—

W. Wingate & Johnston Ltd.

ESTABLISHED 1815

In the reign of King George III

AND STILL THE LEADERS

		Telephone Numbers
LONDON:		
Head Office	St. Mary Axe House, St. Mary Axe, London, E.C.3.	01-283 8030
London Airport	101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	(Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds, LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR.	0703-23731

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Engineering deliveries rise

THE MINISTRY of Technology announce that although further data is now available on deliveries and orders in the engineering industries for the third quarter of 1969, it is still not sufficient to justify a final set of index numbers and the figures therefore remain provisional. In addition a provisional figure for October is published for the engineering industries (Table 2), but not at the more detailed level for production in the mechanical, instrument and electrical engineering industries (Table 1).

As response remains low, and the monthly figures continue to show large fluctuations, only the three monthly movements can be considered as reliable indications. These suggest:

(a) a continued rise in both home and export deliveries with 3 per cent and 4 per cent increases respectively over the last three months.

Table 1. Engineering and electrical goods (SIC Orders VII, VIII and IX)

Index numbers of the volume of production and exports

	Production – Seasonally adjusted				Exports
	Total	Mechanical Engineering (†)	Instrument Engineering (‡)	Electrical Engineering (§)	(‖)
	1963 = 100				1961=100
1963	100	100	100	100	106
1964	109	109	108	109	105
1965	113	115	120	109	111
1966	122	123	122	121	116
1967	126	123	123	129	113
1968	131	126	135	137	126
1967 1st qtr.	122	124	119	121	123
2nd qtr.	125	123	121	127	123
3rd qtr.	125	123	126	128	103
4th qtr.	126	122	127	131	102
1968 1st qtr.	127	122	135	134	132
2nd qtr.	133	126	132	143	128
3rd qtr.	130	126	137	136	116
4th qtr.	133	131	135	135	127
1969 1st qtr.	135	129	136	143	126
2nd qtr.	139	138	136	142	141
3rd qtr.p	141	142	137	141	
4th qtr.					
1968 July	129	124	137	134	
August	132	126	139	138	
September	131	126	136	136	
October	132	130	134	134	
November	134	133	136	136	
December	132	131	134	134	
1969 January	129	123	136	138	
February	137	132	131	145	
March	138	132	141	146	
April	139	136	132	143	
May	138	137	138	140	
June	141	140	137	143	
Julyp	140	144	135	136	
Augustp	137	136	141	138	
Septemberp	146	145	136	149	
Average:					
Latest 3 months	141	142	137	141	
Previous 3 months	139	138	136	142	
Percentage change	*+1*	*+3*	*+1*	*- 1*	

(†) Covers Minimum List Headings 331 to 349 of the Standard Industrial Classification.
(‡) Covers Minimum List Headings 351 to 354 of the Standard Industrial Classification.
(§) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(‖) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Orders VII-IX of the Standard Industrial Classification.

(b) a falling away of export orders from the high levels of the first half of the year and a slight recovery in the home orders over the last three months which is, however, exaggerated by the abnormally low July figure;
(c) a continued rise in production in the third quarter in both mechanical and instrument engineering with a further slight fall in electrical engineering, producing a 1 per cent rise overall.

Description of the Statistics

The volume indices of production in Table 1 relate to the engineering and electrical goods industries as defined in Orders VII, VIII and IX of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Table 2 relate to the engineering and electrical goods industries as defined in Orders VII-IX of the Standard Industrial Classification, together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order IX of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Table 2. Engineering industries (Orders VII, VIII and IX and Part Order XI (†)) seasonally adjusted

Index numbers of the volume of orders and deliveries (‡)

	Total			Home			Export		
	Orders on hand (end period)	Net new orders	Deliveries	Orders on hand (end period)	Net new orders		Orders on hand (end period)	Net new orders	Deliveries
	December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100)	Average 1963 deliveries = 100		December 1963 (unadjusted = 100)	Average 1963 deliveries = 100	
1963	101	106	100	102	106	100	99	105	100
1964	119	122	109	120	125	113	118	113	102
1965	123	114	112	122	116	115	126	111	106
1966	118	115	119	117	118	121	120	108	112
1967	108	113	120	102	114	125	124	110	107
1968	108	125	125	99	127	129	133	120	115
1967 1st quarter	112	104	119	112	106	122	114	99	111
2nd quarter	113	120	119	110	119	124	121	122	107
3rd quarter	112	117	121	108	119	127	124	112	106
4th quarter	108	109	119	102	111	126	124	104	105
1968 1st quarter	107	119	121	100	119	125	128	120	110
2nd quarter	104	118	127	98	124	130	124	108	117
3rd quarter	104	125	125	96	122	128	130	132	118
4th quarter	108	134	127	99	140	131	133	122	116
1969 1st quarter	111	136	127	99	131	130	145	149	120
2nd quarter	119	155	133	104	146	132	162	174	134
3rd quarter p	114	123	137	98	118	136	159	134	142
4th quarter									
1968 July	104	127	124	98	129	129	126	124	112
August	105	124	123	97	119	127	129	136	113
September	104	124	130	96	119	130	130	136	130
October	105	130	123	96	138	128	130	114	108
November	106	135	128	98	141	132	131	122	116
December	108	138	130	99	142	133	133	130	124
1969 January	107	136	126	98	135	128	133	139	121
February	109	138	127	99	129	131	140	158	118
March	111	134	128	99	127	130	145	149	121
April	118	182	126	106	184	129	152	169	121
May	119	146	134	106	137	133	157	169	136
June	119	137	138	104	117	135	162	184	146
July p	114	91	128	99	86	128	159	105	129
August p	114	136	136	100	134	133	158	141	145
September p	114	141	147	98	134	145	159	158	150
October p	114	136	130	99	139	129	159	127	131
Average:									
Latest three months	114	138	138	99	136	136	159	142	142
Previous three months	114	125	133	99	113	132	159	153	137
Percentage change (§)	—	*+10*	*+4*	—	*+20*	*+3*	—	*- 7*	*+4*

(†) Engineering and electrical goods (S.I.C. Orders VII, VIII and IX), locomotives and railway track equipment, railway carriage and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order XI).
(‡) At constant prices.
(§) In the case of orders on hand, the percentage changes compare the level at the end of the latest months shown with the corresponding level three months earlier.

(Continued on next page)

ENGINEERING, *continued*

Table 3. Deliveries of mechanical and electrical engineering prducts (†) £ million

	1966	1967	1968	1967		1968			
				3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter	4th quarter
Machinery other than electrical:									
Agricultural machinery (excluding tractors)	53·9	49·0	56·5	11·5	9·9	14·4	15·3	14·2	12·6
Metal-working machine tools and welding machinery	166·6	170·1	169·6	40·7	42·5	42·9	38·1	41·8	46·8
Engineers' small tools and gauges	91·8	90·1	92·4	20·6	22·5	23·9	22·5	22·0	24·0
Internal combustion engines	64·4	69·3	83·6	15·0	18·4	19·6	19·4	21·0	23·6
Other prime movers	73·2	79·0	76·4	18·7	25·1	18·8	18·9	15·4	23·3
Textile machinery and accessories	110·6	113·9	126·4	26·9	30·6	30·2	29·6	30·1	36·5
Contractors' plant and quarrying machinery	143·5	157·6	190·6	37·0	40·7	45·7	48·9	45·1	50·9
Mechanical handling equipment	132·5	130·0	153·5	31·1	34·5	33·8	33·8	39·0	46·9
Office machinery	78·7	77·4	79·2	17·3	20·4	19·5	20·0	18·6	21·1
Mining machinery	61·2	69·0	63·3	17·4	16·4	16·5	16·2	15·0	15·6
Refrigerating machinery	53·5	54·4	63·9	12·8	11·9	16·3	17·8	16·4	13·4
Space-heating, ventilating and air-conditioing equipment	78·9	77·9	83·8	20·1	21·0	20·4	19·9	21·3	22·2
Pumps and industrial valves	144·0	151·1	162·3	34·8	39·0	40·1	39·8	38·9	43·5
Air and gas compressors and exhausters	44·4	44·5	46·8	10·8	10·8	12·2	11·6	11·0	12·0
Food and drink machinery	45·5	45·6	52·9	10·7	11·8	10·9	15·1	12·0	14·9
Packaging machinery	26·8	27·9	31·5	6·1	8·0	7·2	8·3	7·0	9·0
Steel and non-ferrous metal rolling mills and ancillary equipment	26·5	28·3	17·1	7·1	8·3	6·0	2·5	4·2	4·4
Other machinery except electrical machinery	309·3	307·8	340·0	71·3	83·0	84·4	83·9	80·8	90·9
Industrial plant and fabricated steelwork:									
Water tube boilers	91·7	90·3	90·2	18·5	28·0	20·2	25·8	22·9	21·3
Shell boilers and boilerhouse plant	48·1	46·9	46·3	11·1	12·6	9·8	12·6	10·3	13·6
Chemical plant	128·3	128·1	128·8	32·4	29·4	32·2	29·3	29·8	37·5
Iron, steel and non-ferrous metal works plant other than rolling mills	36·8	32·8	21·6	8·4	6·5	6·6	5·6	4·8	4·6
Other industrial plant and fabricated steelwork	222·4	231·2	215·3	54·0	58·6	53·7	54·8	49·8	57·0
Instruments, watches and clocks:									
Photographic equipment	95·3	100·4	125·6	25·0	25·4	30·7	33·1	30·9	30·9
Optical instruments	12·7	15·6	15·0	3·5	4·3	3·9	3·6	3·5	4·0
Spectacles, etc.	11·7	14·8	17·0	3·3	4·0	4·2	4·2	4·0	4·6
Surgical, dental and veterinary instruments and appliances	15·6	16·2	18·6	3·8	4·2	4·7	4·5	4·5	4·9
Other scientific instruments and equipment	106·2	109·6	118·0	25·8	30·0	31·0	28·4	27·7	30·9
Watches and clocks	15·5	16·1	16·8	4·2	4·7	4·1	3·6	4·4	4·7
Electrical machinery:									
Generating equipment and rotating electrical machines	156·0	161·1	165·0	35·9	42·5	45·4	40·9	35·4	43·3
Transformers for lighting, heating and power	69·1	69·7	63·0	15·7	18·1	16·3	15·1	15·1	16·5
Switchgear and control gear	197·9	198·9	187·3	45·2	50·5	49·3	47·2	44·1	46·7
Other electrical machinery	31·8	33·8	34·9	8·0	9·0	8·6	8·0	8·5	9·8
Insulated wires and cables	253·6	244·1	271·8	55·6	65·8	71·0	68·0	63·3	69·5
Telegraph and telephone apparatus	146·9	181·5	198·5	40·7	50·1	49·4	50·6	48·7	49·8
Radio and other electronic apparatus:									
Broadcast receiving equipment and gramophones	135·0	132·5	180·6	30·8	43·8	43·7	41·3	41·8	53·8
Radio, radar and electronic capital goods	318·6	379·9	454·4	96·9	105·7	103·1	120·3	110·0	121·0
Radio and electronic components including valves	166·0	176·2	205·1	40·6	46·0	49·0	51·7	49·3	55·1
Other electrical goods:									
Domestic electrical appliances	151·7	153·7	180·3	36·1	49·7	46·4	40·1	42·6	51·2
Electrical equipment for motor vehicles, cycles and aircraft	91·0	88·9	104·6	19·9	23·4	26·4	27·4	23·7	27·1
Primary batteries	21·3	22·8	25·2	5·9	6·6	6·6	5·4	6·1	7·1
Secondary batteries (accumulators)	35·5	36·4	40·0	8·7	10·9	9·6	9·1	9·5	11·8
Electric lamps	34·0	35·3	39·5	8·0	10·7	10·6	9·5	8·4	11·0
Miscellaneous electrical goods	106·2	105·5	120·4	23·7	28·1	29·3	28·8	30·0	32·3
Ball and roller bearings	62·1	64·9	64·3	14·4	16·6	17·3	16·6	12·3	18·1
Components not included above and sub-contract sales	302·9	295·9	335·4	67·9	76·4	80·8	83·4	81·9	89·3
Amount charged for work done on customers' materials and repair work	101·7	100·8	111·2	25·1	25·3	29·0	29·4	27·3	25·5

Source: Ministry of Technology.

(†) Characteristic products of industries in Order VI of the Standard Industrial Classification 1958, except ordnance and small arms. Excluding deliveries by the smallest firms which are estimated to be about 2 per cent of the total. In general, spare parts supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and components.

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh, 2

'Economic Progress Report' for January 1970

THE FIRST ISSUE of *Economic Progress Report* was published on January 1.

Economic Progress Report, prepared by the Treasury Information Division, will be published at the beginning of each month. Like the DEA *Progress Report* which it succeeds, it will contain articles on economic subjects, analysing or giving background to Government economic policy. These articles will be printed in a four-page blue section. There will also be a four-page white insert each month giving the Treasury's assessment of the economic situation together with a brief note of economic events and a table of economic indicators.

The articles in the first issue are as follows:

Public expenditure

The first of a new series of annual White Papers presenting public expenditure for a period of years ahead was published on December 4, 1969. This article looks at the Government's plans for public expenditure to the end of the financial year 1973/74.

Payments progress

During 1969, Britain's balance of payments swung into substantial surplus. A full page of charts and a short commentary trace the course of our annual 'basic balance' through the 1960s and show how the component balances have progressed quarter by quarter since 1966.

Monthly economic assessment

This assessment was prepared by the Treasury on the basis of data available up to mid-December 1969. The main text of the assessment was made available to the press on December 11. Some more recent figures are included in the table of economic indicators.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year post free:

Foam Backing, Foam Laminating and Fabric to Fabric Binding for October 1969
Clothing for October 1969
Motor Cycles, Three-Wheel Vehicles and Pedal Cycles for October 1969
Paper and Film Bags for October 1969
Boxes, Cartons and Fibreboard Packing Cases for October 1969

Quarterly at 7s. 6d. a year post free:

Manufactured Stationery for Third Quarter 1969
Domestic Hollow-ware for Third Quarter 1969
Carpets and Rugs for Third Quarter 1969

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on December 17, on page 1635.

Miscellaneous Series:

Annual at 7s. 6d. a year:

Company Finance for 1968

Civil Aviation Series:

Airlines for August 1969

A complete list of titles in the Civil Aviation Series is as follows:

Airport Activity (M)
Air Passengers (M)
Air Freight and Mail (M)
Airlines (M)
Airlines (Q)
Domestic Passenger Traffic (Q)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 2, 1970
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Movietone News 2116A	Br/E 34332	7	December 31	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Pathe News 69-104	Br/E 34384	7	December 31	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-105	Br/E 34385	9	December 31	" " "	" " "
David Copperfield	Br/E 34545	118	January 2	Twentieth Century-Fox Film Co. Ltd.	Omnibus Productions Ltd.
Mining Review No. 5 – 23rd year	Br/E 34546	10	January 2	Data Film Distributors Ltd.	National Coal Board
Pathe News 70-1	Br/E 34581	7	January 2	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Movietone News 2117	Br/E 34633	7	January 2	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
				FOREIGN	
Ski On The Wild Side	F 34538	40	December 29	Metro-Goldwyn Mayer Pictures Ltd.	Sigma III
Flare Up	F 34539	90	December 29	" " "	G.M.F. Picture Corporation
The Five Man Army	F 34540	105	December 29	" " "	Tiger Film S.r.L., Rome
The Looters	F 34541	100	December 29	Border Film Productions (London) Ltd.	Carlton Film Export, Paris
Bullet For Rommel	F 34542	98	December 29	E. J. Fancey Productions Ltd.	Fida Cinematografica, Rome
She and He	F 34543	86	December 29	Cincenta Film Distributors Ltd.	Ian Productions, Curacao
Chappaqua	F 34544	82	December 31	Hunter Films Ltd.	Conrad Rooks

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Exhibitions and Fairs

Argentina welcomes British industrial exhibition

KEYNOTE SPEAKER at the BNEC conference on Argentina on February 4 will be Dr. Jose Martinez de Hoz, former Argentine Minister of Economy and president of the Argentine chapter of the Inter American Committee on Commerce and Production.

Announcing this last week, Mr. Peter Ford, chairman of BNEC Latin America, said: 'This is a measure of the importance Argentina attaches to "BA '70" next November, the largest British industrial exhibition to be held overseas in 1970. Argentine officials and businessmen alike have warmly welcomed this event. Minister Adolfo C. Diz, the financial representative of Argentina in Europe will also address delegates.'

The February 4 conference at the Royal Lancaster Hotel, London, is designed to brief manufacturers exhibiting at BA '70 on Argentina's growing demand for industrial and capital goods imports. In the first nine months of 1969, total imports of machinery, vehicles and equipment were up 31.4 per cent on the same period in 1968. Argentina's industrial construction boom was reflected in a 58 per cent increase in imports of building materials. For 1970, total Argentine imports are expected to exceed $1,500 million.

Mr. Ford noted that Argentina was Britain's second largest market in Latin America. 'Our share of the market is at present 7 per cent, but there is no reason why we cannot increase this figure substantially.' he said. Among opportunities in Argentina for British manufacturers Mr. Ford listed the following:

Telecommunication and navigational equipment; advanced machine tools; sophisticated machinery for the textile, printing, baking, food processing, paper making, cement and steel industries; road building and railway equipment; power generating machinery and industrial gas turbines; electronic equipment and testing machines; light aircraft, aero engines, surgical instruments, welding equipment, etc.

Mr. Ford concluded: 'For manufacturers with their eyes open, BA '70 will help to open the door to the growing Argentine market. Buyer credits totalling £20 million are already being organized to support the exhibition.'

Coastguard work featured at Boat Show

'SEARCH AND RESCUE at Sea' is the theme of the Board of Trade/HM Coastguard Stand at the International Boat Show at Earls Court which opened today (January 7). The stand features the co-ordinating role of HM Coastguard in search and rescue operations at sea and in coastal waters.

The main exhibit, prepared by Exhibitions Division, Central Office of Information, is a prototype of a modern Coastguard District Headquarters Operations Room Look-out incorporating the latest equipment, and a realistic seascape scene with special lighting effects. When members of the public dial 999 and ask for the Coastguard service the call is received in one of these Operation Rooms. Coastguards will be on duty to answer visitors' questions and to demonstrate how the search and rescue operation is handled.

An area has been set aside for showing short films about Coastguard activities. Buoyancy aids and safety equipment recommended for pleasure craft under 45ft. in length will also be on show.

The work of the 'Orsino,' the support ship of the trawler fleet operating north-west of Iceland, is also featured. 'Orsino' is spending her second winter in this area giving meteorological, medical and technical assistance as recommended by the Committee of Inquiry set up following the loss of three trawlers in the winter of 1968. This operation is supervised by HM Coastguard.

About 500 British and foreign exhibitors are exhibiting their latest and best craft at the show, which ends on January 17.

Submissions for 'Shopping in Britain' show

MANUFACTURERS are invited by the Council of Industrial Design to submit their products for the 1970 'Shopping in Britain' exhibition. This will be held at the Design Centre, London, and will be divided into two display periods: from June 22-August 1 gifts for personal use will be on display, and from August 3-September 12 gifts for the home will be shown. The 'Shopping in Britain' exhibition is an annual event to provide visitors to London with choice of well-designed British goods as suitable presents and souvenirs, together with information on where to buy them. Design Centre attendances are above average during the summer months and include large numbers of visitors from overseas: altogether some 300,000 people are expected to see the exhibition.

Manufacturers who wish to submit products for this display should contact The Industrial Division, Council of Industrial Design, 28 Haymarket, London, S.W.1 (Tel. 01-839 8000).

The 14,750 visitors at the 1969 Poultry Show included a record 2,475 from abroad.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Miss Tokyo Stores, 20-year-old Mieko Kanaoka, an employee of Takashimaya a leading Tokyo department store, presents a letter of introduction from her parent store to Mr. Clifford Rogers, an executive of Portman Ltd. – the export division of Selfridges who market the Miss Selfridge garments in Tokyo – when she visited Selfridges at the end of last month. Miss Kanaoka was the winner of a competition organized earlier in 1969 by the leading departmental stores in Tokyo. Part of her prize is a visit to London.

Mr. Alan K. Rothnie, HM Consul-General (centre), visiting the Wayne Kerr Co. stand at the National Electronics Conference and Exhibition, Chicago. Left to right are: Mr. K. A. Fletcher and Mr. E. F. Cosford, the firm's managing director.

Record overseas attendance at 1969 Poultry Show

A RECORD 2,475 overseas visitors from 24 different countries – an increase of nearly 21 per cent over the 1968 figures – attended the 24th Internation Poultry Show held at Olympia in December. Overall attendance, at 14,750, was only fractionally lower than in 1968, which was the first exhibition for two years. Overseas attendance included 176 visitors from the Netherlands, 168 from Belgium, 80 from Canada and 40 each from France and Finland. Notable among the trade delegations, in size and importance, were the 74 members of the EEC Association of Poultry Packers. Brisk business throughout the three days of the show was reported by exhibitors, who also commented favourably on the exceptional 'quality' of visitors, both from home and overseas. First held in 1945, when 40 exhibitors shared 18,000 square feet of floor space, the International Poultry Show has shown record development over the 24 years of its existance. At this year's event there were 138 exhibitors, including 12 firms from overseas, occupying 168,000 square feet in Olympia's Grand Hall. Provisional dates for the 1970 show, also to be held at Olympia, are December 9 to 11.

Trinidad store's 1970 British promotion

STEPHENS LTD., one of Trinidad's most important department stores, will hold simultaneous promotions of British goods from May 28 to June 6, 1970, at their stores in Port of Spain and in San Fernando, under the title of 'British Week at Stephens'. The dates are inclusive.

This promotion has the support of the Board of Trade through the medium of its co-operative advertising scheme. The Board will also provide display material.

Stephens Ltd. hope that the wide variety of British consumer goods that they would like to buy for this event will include such commodities as toys, china and glasswares and housewares. Interested suppliers should write, enclosing trade literature and quoting export prices, to: P. L. Knaggs, Esq., Stephens Department Store Ltd., PO Box 497, Port of Spain, Trinidad.

Further information concerning this promotion can be obtained from Mr. R. A. Hillier, Board of Trade, Trade Promotions Branch, Room 006, Tower Block, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7215).

British electronics debut in Chicago

by Harry D. Hall, British Consulate-General, Commercial Department, Chicago.

FOR THE first time, eight British electronic equipment manufacturers jointly sponsored by the Board of Trade and the London Chamber of Commerce participated in a joint venture exhibit at the 25th Annual National Electronics Conference and Exhibition (NEC) held at the Conrad Hilton Hotel in Chicago from December 8 to 10.

With headquarters in Chicago, and generally recognized at present as the only major electronics exhibition in the Central United States, the NEC has drawn an annual average of more than 18,000 electronics engineers, executives, scientists and educators to its conference in recent years.

Traditionally, the NEC has been held in early October, but since the destruction of Chicago's lakeside exhibition hall, McCormick Place, in 1967, NEC has temporarily rescheduled its conference dates and location.

The British drive was properly launched on the first day by HM Consul-General, Mr. Alan K. Rothnie, who was one of the principal speakers at a luncheon attended by over 600 industry executives and the press. Other speakers at this important event were Dr. William B. Lenoir, NASA, scientist-astronaut, and Dr. A. W. Farris, dean of the University of Michigan.

Nearly 200 electronic manufacturing firms occupied the hotel's three exhibition floors, aptly named Marconi, Farraday and Morse Halls, which covered an area of approximately 85,000 square feet.

Products on display consisted of electronics equipment, components and instrumentation in its widest connotation.

The British participants set out to ensure that their joint venture would be a success, and it was. They rolled up their sleeves and by the time the show closed they had sold nearly $90,000 worth of equipment and obtained over 1,150 serious inquiries. Despite the fact that two firms were not able to display their equipment until the second day they were all, without exception, extremely pleased with the results and planned on returning to next year's exhibition.

Considerable interest was shown in the British exhibits and there was a constant flow of visitors around the British stands. The Wayne Kerr Company were showing in the United States for the first time their newly-developed inexpensive circuit and wiring board fault finder and analyser, which created great interest. Avo Ltd. had considerable success with their coil-winding equipment. Techne (Cambridge) Ltd. attracted a great number of visitors with their scriber for printed circuit boards and constant temperature baths for testing electronic components. Whitwell Electronics displayed their digital read-out system for measurement and control applications to great effect. The CMRI Division of English Electric Corporation showed their range of measuring equipment and their automatic methane detector for use in mines, which recently obtained approval of the Federal Bureau of Mines, which is no mean feat. Jermyn Industries showed a new line of heat transfer ceramic insulating washers which attracted attention. International Fasteners Ltd. claimed success with their oscilloscope trolleys and the Ospec printed circuit boards. The Vero Electronics Company displayed a range of electronic instrument cases and appeared to be doing considerable business. The only other British firm who participated in the show was the Marconi Company, who did so through their New York subsidiary. They have been in the show for a number of years and were pleased with this year's event.

Running concurrently with the exhibition was a series of seminars, panel discussions and symposia in which papers were presented by representatives from overseas companies from Canada, Japan, the Federal Republic of Germany and from the Israel Ministry of Defence.

The organizers and exhibitors alike appeared extremely pleased with the results and looked forward to participating in McCormick Place in 1971, where the number of participants is expected to more than double, bringing the show back to its original size.

This year's event will again be held at the Conrad Hilton Hotel, December 7 to 9.

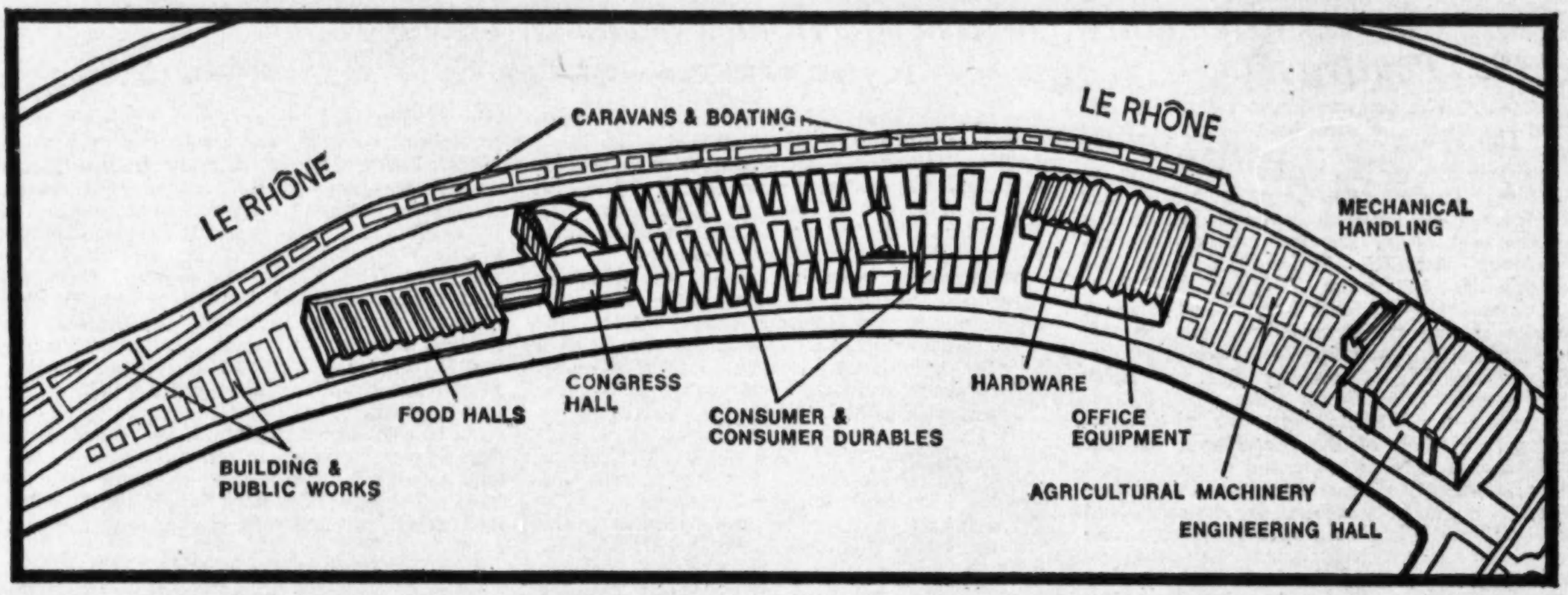
PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

***But Commercial Representatives must receive material on events* well in advance –** *three clear months is a minimum notice - and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Lyon International Trade Fair 14th–23rd March 1970

AN INTERNATIONAL EXHIBITION WITH SPECIALISED TRADE SECTIONS



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Changes in the Programme of Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (published on November 5, 1969)

The next full supplement will be published on March 4, 1970

SECTION I
OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(a) GENERAL

AMENDMENTS - 1970

Gothenburg: INTERNATIONAL SWEDISH TRADE FAIR – May 9-18, 1970
This should be amended to read: A probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss J. M. Coker, Ext. 308)

Budapest: INTERNATIONAL TRADE FAIR – May 22-June 1, 1970
This entry should be amended to read:
The Board of Trade will organize a British Pavilion at this event. All space taken, reserve list in operation.
(J. R. Schaffer. Ext. 7246)

Bilbao: INTERNATIONAL TRADE FAIR – July 1-12, 1970
This entry should be amended to read:
A possible trade information stand manned by the Association of Hydraulic Equipment Manufacturers.
(T. E. Kerfoot, Ext. 7011)

Helsinki: INTERNATIONAL TRADE FAIR – September 17-27, 1970
In addition to the four joint ventures already announced, there will be a joint venture with the British Stationery and Office Equipment Association.
(A. G. Pearson, Ext. 7207).

(b) SPECIALIZED

DELETE - 1970

Dallas: MENSWEAR RETAILERS OF AMERICA SHOW – February 8-11, 1970

Helsinki: FINNISH INTERNATIONAL SHOE EXHIBITION – March 7-8, 1970.

Budapest: BRITISH ENGINEERING WEEK – March 1970

Düsseldorf: INTERNATIONAL FASHION TRADE FAIR (IGEDO) – March 15-18, 1970

Lima: INTERNATIONAL TRADE FAIR FOR THE FISHING AND FOOD INDUSTRIES (TECNOPAN 70) – April 6-12, 1970

Chicago: FIFTH INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXPOSITION – April 13-17, 1970

Osaka: INTER-ENGINEERING '70 – April 16-29, 1970

Prague: FIRST INTERNATIONAL AGRICULTURAL SHOW (AGROPRAHA) – April 23-May 7, 1970.

Paris: INTERNATIONAL BUILDING AND PUBLIC WORKS MATERIALS AND EQUIPMENT EXHIBITION (EXPOMAT) – May 21-31, 1970.

Berlin: CRYOGENICS CONGRESS AND EXHIBITION – May 25-27, 1970

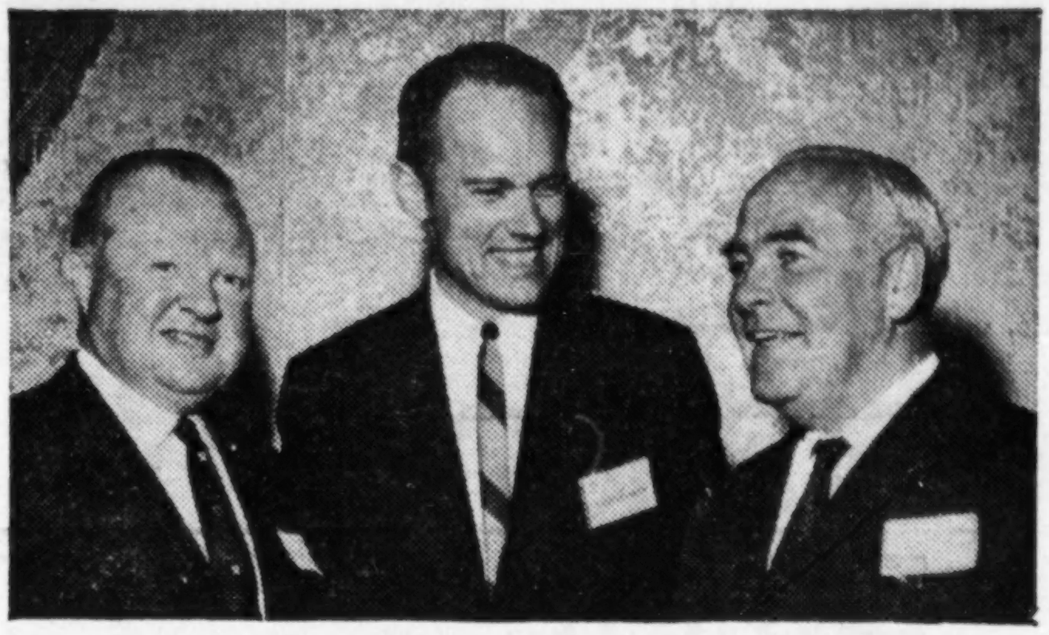
Paris: INTERNATIONAL DENTAL EXHIBITION – May 26-June 1, 1970

Munich: INTERNATIONAL FORESTRY AND TIMBER EXHIBITION – June 6-14, 1970

Frankfurt: INTERNATIONAL DRUGGISTS EXHIBITION (INDROFA) – September 18-22, 1970

Munich: INTERNATIONAL EXHIBITION OF GROCERIES AND HIGH CLASS PROVISIONS (IKOFA) – September 19-27, 1970

Tehran: CONSTRUCTION EQUIPMENT EXHIBITION – September 1970



May 17 to 23 will be observed in Los Angeles as World Trade Week. During that week a World Trade Committee will organize special services for visiting businessmen from overseas. In 1970 the visit of a BNEC-sponsored mission from the London Chamber of Commerce led by Lord Redmayne (part of the Target California exercise and timed to coincide with World Trade Week) will give Britain substantial representation. Other visitors planning to include Los Angeles in their itinerary at the appropriate time may make contact with the World Trade Week Committee either through the British Commercial Consul in Los Angeles or direct to Mr. F. Kraus, executive secretary, World Trade Week Committee, 404 South Bixel Street, Los Angeles, California 90054, United States.

Last year's visitors included Mr. C. S. P. Rawson, JP, chairman of the Port and City of London Health Committee and Dr.W. G. Swann, Medical Officer of Health of the Port and City of London, who are seen here with Mr. L. Coppersmith, the 1969 Los Angeles World Trade Committee chairman.

AMENDMENTS - 1970

Paris: EUROPEAN MENSWEAR EXHIBITION – February 7-10, 1970
This entry should be amended to read:
A joint venture with the British Menswear Guild.
(Miss D. Wilmot, Ext. 7211)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – February 15-18, 1970.
This entry should be amended to read:
Joint venture with the Association of Manufacturers of Domestic Electrical Appliances instead of British Electrical and Allied Manufacturers Association.

Paris: INTERNATIONAL AGRICULTURAL EXHIBITION – March 7-15, 1970
This entry should be amended to read:
A joint venture with the British Agricultural Export Council. Firms interested in participation should contact the council.
(Miss D. Wilmot, Ext. 7211)

Tehran: BRITISH ENGINEERING WEEK – March 1970
The date should be amended to read:
November, 1970

Paris: INTERNATIONAL CHINA, GLASSWARE AND POTTERY EXHIBITION (ARTS DU FEU) – April 5-10, 1970
This entry should be amended to read:
A joint venture with the British Pottery Manufacturers Federation
(Miss D Wilmot, Ext. 7211)

Helsinki: BRITISH EXHIBITION OF MARINE EQUIPMENT – April 7-9, 1970
This entry should be amended to read:

Helsinki: BRITISH MARINE EQUIPMENT "FORUM" – April 7-9, 1970
A joint venture with the British Marine Equipment Council
(A. G. Pearson, Ext. 7207)

(*Continued on next page*)

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Paris: INTERNATIONAL EXHIBITION OF WOMEN'S READY TO WEAR CLOTHING – April 11-16, 1970
This entry should be amended to read:
A joint venture with the Clothing Export Council.
(Miss D. Wilmot, Ext. 7211)

Cologne: INTERNATIONAL FAIR FOR THE CHILD – April 17-19, 1970.
This entry should be amended to read:
Joint ventures with (1) the National Children's Wear Association and (II) British Nursery Association.
Firms interested should contact their Association.
(Miss H. McKinlay)

Malmo: MEKANIK '70 – April 17-21, 1970
This should be amended to read:
A joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 308)

Helsinki: INTERNATIONAL HOME AND LEISURE EXHIBITION (HABITARE '70) – April 17-26, 1970
This entry should be amended to read:
A joint venture with the Federation of British Carpet Manufacturers.
(A. G. Pearson, Ext. 7207)

Stockholm: INTERNATIONAL HOSPITAL EXHIBITION – May 12-15, 1970
This should be amended to read:
A joint venture with the British Hospitals Exports Council.
(Miss J. M. Coker, Ext. 308)

Paris: INTERNATIONAL EXHIBITION OF MEASUREMENT CONTROL, REGULATION AND AUTOMATION (MESUCORA) -- May 27-June 4, 1970.
This entry should be amended to read:
A joint venture with the Electronic Engineering Association.
(Miss D. Wilmot, Ext. 7211)

Moscow: MODERN EQUIPMENT AND TECHNOLOGICAL PROCESSES IN LIGHT INDUSTRY (TEXTILE MACHINERY) INLEGMASH '70 – June 2-16, 1970
This entry should be amended to read:
The Board of Trade will organize a British Pavilion at this event. All space taken, reserve list in operation.

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June, 1970
This entry should be amended to read:
June 4-9, 1970

Moscow: CHEMISTRY EXHIBITION (KHIMIYA 70) – September 10-24, 1970
Amend to read:
The Board of Trade will organize a British Pavilion at this event. All space taken, reserve list in operation.

Johannesburg: ELECTRA '70 – ELECTRICAL, ELECTRONIC AND NUCLEONIC ENGINEERING EXHIBITION – September 14-19, 1970
This entry should be amended to read:
A probable joint venture with the British Electrical and Allied Manufacturers Association.
(Mr. K. R. Timmins, Ext. 7104)

Novosibirsk: BRITISH SCIENTIFIC INSTRUMENTS EXHIBITION – September 1970
The dates should be amended to read: September 16-25, 1970

Paris: INTERNATIONAL MOTOR, CYCLE, MOTOR CYCLE AND SPORTS EXHIBITION – October 1-11, 1970
This entry should be amended to read:
A joint venture with the Society of Motor Manufacturers and Traders.
(Miss D. Wilmot, Ext. 7211)

Stockholm: TECHNICAL FAIR – October 1970
This entry should be amended to read:
TECHNICAL FAIR – October 9-15, 1970

Johannesburg: WATER '70 – October 15-21, 1970
This entry should be amended to read:
A possible joint venture with the London Chamber of Commerce in conjunction with the British Water and Effluent Treatment Plant Association. Firms interested in participation should contact the Chamber.
(Mr. K. R. Timmins, Ext. 7104)

Dusseldorf: INTERNATIONAL CONGRESS WITH EXHIBITION FOR OCEANOLOGY AND EXPLOITATION OF THE SEA (INTEROZEAN) – November 10-15, 1970
This entry should be amended to read:
Probable joint venture with the Society for Underwater Technology. Firms interested should contact the Society.
(Miss H. McKinlay, Ext. 7203)

ADDITIONS – 1970

Paris: INTERNATIONAL AUDIO-VISUAL AND COMMUNICATIONS EXHIBITION – February 6-11, 1970.
Joint venture with Industrial Council for Educational and Training Technology.
(Miss D. M. Wilmot, Ext. 7211)

Ostrava: INTERNATIONAL EXHIBITION OF MATERIALS HANDLING "INTRAMA' 70" – April 20-29, 1970
Possible joint venture with the appropriate trade association.
(Mr. B. L. Banks, Ext. 7213)

Philadelphia: AMERICAN CERAMIC SOCIETY EXPOSITION – May 4-6, 1970
A probable joint venture with the British Ceramic Plant and Machinery Manufacturers Association. Firms interested in participation should contact the Association.
(Miss G. Adams, Ext. 7204)

Prague: INTERNATIONAL EXHIBITION. MAN AND AUTOMOBILE "IEMA' 70" – June 26-July 5, 1970
Possible joint venture with the appropriate trade association.
(Mr. B. L. Banks, Ext. 7213)

Washington: 2ND INTERNATIONAL CLEAN AIR CONGRESS AND EXHIBITION – December 6-11, 1970
Possible joint venture with the National Society for C'ean Air. Firms interested in participation should contact the Society.
(Miss G. Adams, Ext. 7204)

AMENDMENTS – 1971

Frankfurt: TRADE FAIR FOR HOME FURNISHING TEXTILES – January 13-17, 1971
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(Miss E. J. Slegg, Ext. 7080)
This entry should be amended to read:
(Mr. K. J. C. Edgington, Ext. 7201)

Helsinki: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE) – September, 1971
The Board of Trade has now been informed that this event will not take place in its previous form in 1971. Instead it will be integrated into the new format currently being devised for the Helsinki International Trade Fair which, from September 1971, is to become an annual event featuring industrial equipment and consumer goods in alternate years.
(A. G. Pearson, Ext. 7207)

ADDITIONS – 1972

Zurich: SWISS DRIVING POWER TECHNIQUES EXHIBITION – March, 1972
A possible joint venture with the British Gear Manufacturers Association.
(Mr. T. E. Kerfoot, Ext. 7011)

(c) BRITISH WEEKS AND STORE PROMOTIONS

DELETIONS – 1970

Portland, Oregon: MEIER AND FRANK CO. INC. – October 5-19, 1970

AMENDMENTS – 1970

Bangkok, Thailand: CENTRAL TRADING CO. LTD. – May 1-15, 1970
This British promotion will feature cosmetics, sports goods, toys, foodstuffs, giftwares, reproduction occasional furniture, china and glassware, electrical home appliances, housewares, motor accessories and clothing. The London Buying House is J. Raymond Wilson Ltd., 4/7 Chiswell Street, London, E.C.1 (Tel. 01-638 9231).
(Mr. R. A. Hillier, Ext. 7215)
This entry should be amended to read:
(Mr. I. F. Stephen, Ext. 7168).

Peoria, Illinois: P. A. BERGNER AND CO. – November 8-21, 1970
This Import Fair called 'Under Four Flags' will feature men's, women's and children's general clothing, sporting goods and china. Interested parties should contact direct: Mr. Carl Ziltz, vice-president and general merchandising manager, P. A. Bergner & Company, 200 S. W. Adams Street, Peoria, Illinois, United States.
(Mr. C. J. Mather, Ext. 265)
This entry should be amended to read:
(Mr. P. J. Dring, Ext. 7097)

ADDITION – 1970

Port of Spain, San Fernando (Trinidad): STEPHENS LTD. – May 28 - June 6, 1970
This British promotion will feature consumer goods generally.
(Mr. R. A. Hillier, Ext. 7215)

Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries. The telephone number of the Board of Trade is 01-248 5757, extensions:–

Eastern Europe, including Eastern Germany	7246
Cologne, Dortmund, Düsseldorf, Essen, Hamburg	225
Other towns in Western Germany	7180
France, Denmark, Iceland, Norway	7205
Finland, Sweden	7207
South & Central America, Austria, Belgium, Cyprus, Greece, Irish Republic, Italy, Luxembourg, Malta, Netherlands, Portugal, Spain, Switzerland, Turkey	7092
Africa, Asia, Australia, New Zealand	7099
United States (Mid-West & West Coast only)	265
Rest of United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete – 1970

BUDAPEST: BRITISH ENGINEERING WEEK – March 16-20

PARIS: INTERNATIONAL PAPER, PAINTING AND ALLIED TRADES EXHIBITION – May-June

ZURICH: OFFICE EQUIPMENT (BIENNIAL) EXHIBITION – September

Amendment – 1970

MALMO: INTERNATIONAL BOAT SHOW – February-March
The date should be amended to read: January 24-February 1.

GOTHENBURG: INTERNATIONAL BOAT EXHIBITION – February
The date should be amended to read: February 12-22.

STOCKHOLM: SWEDISH CARAVAN EXHIBITION – February
The date should be amended to read: February 28-March 8.

STOCKHOLM: INTERNATIONAL BOAT SHOW – March
The date should be amended to read: March 4-15.

BRUSSELS: INTERNATIONAL INVENTORS EXHIBITION – March
The date should be amended to read: March 13-22.

(*Continued on next page*)

BRUSSELS: INTERNATIONAL BOOK FAIR – March
The date should be amended to read: March 14-22.

STOCKHOLM: INTERNATIONAL SPORTS CAR SHOW (AND CARAVANS) – March
The date should be amended to read: March 25-30.

MILAN: INTERNATIONAL MARKET FOR CLOTHING TEXTILES (MITAM) – May 1
The date should be amended to read: May 5-8.

ANCONA: INTERNATIONAL FISHING AND NAUTICAL SPORTS FAIR – June-July
The date should be amended to read: June 25-July 5.

STOCKHOLM: ST. ERIK'S INTERNATIONAL FAIR – September
The date should be amended to read: September 2-13.

VIENNA: INTERNATIONAL AUTUMN TRADE FAIR – September
The date should be amended to read: September 6-13.

BOLZANO: INTERNATIONAL SAMPLES FAIR – September
The date should be amended to read: September 11-21.

BRUSSELS: INTERNATIONAL CIVIL ENGINEERING AND CONSTRUCTION SITE EQUIPMENT EXHBITION – September 12-18
The title of this event should be amended to read:

BRUSSELS: INTERNATIONAL CIVIL ENGINEERING AND CONSTRUCTION SITE EQUIPMENT EXHIBITION (INTERMAT) – September 12-18

GOTHENBURG: INTERNATIONAL HOME AND HOUSEHOLD EXHIBITION – September
The date should be amended to read: September 12-20.

TURIN: INTERNATIONAL TECHNICAL EXHIBITION (AUTUMNO TORINESE) – September-October
The date should be amended to read: September 25-October 6.

PADUA: INTERNATIONAL EXHIBITION OF MECHANICAL HANDLING AND STORAGE (TRAMAG) – October
The date should be amended to read: October 7-11.

BRUSSELS: INTERNATIONAL HARDWARE FAIR – October
The date should be amended to read: October 25-28.

Additions – 1970

STOCKHOLM: HOT ROD SHOW – February 13-22
Apply, Picko Troburg, Grevgatan 4 og, 114 53 Stockholm.

ATHENS: XI EXHIBITION OF LEATHER SHOES AND LEATHER ARTICLES – February 25-March 1
Apply, 'Greek Shoe and Leather Association', 64 Panepistimiou Street, Athens (141).

GOTHENBURG: MOTOR EXHIBITION – March 4-8
Apply, Picko Troburg, Grevgatan 4 og, 114 53 Stockholm.

GOTHENBURG: SWEDISH CARAVAN EXHIBITION – March 14-22
Apply, Urstallningstjonst AB., Box 7040, 103 81 Stockholm.

GOTHENBURG: SHOE FAIR – March 10-11
Apply, Sveriges Skofabrikantors Intressentforening S. Blasieholmshamnen 4A, 111 48 Stockholm.

GOTHENBURG: MOTOR CYCLE EXHIBITION – April 2-5
Apply, Picko Troburg, Grevatan 4 og, 114 53 Stockholm.

The official opening by Lady Cowperthwaite, wife of the financial secretary, Sir John Cowperthwaite, of the 'Living with Colour' exhibition held at the Ocean Terminal, Hong Kong, recently.

LJUBLJANA: INTERNATIONAL WELDING EXHIBITION – April 8-12
Apply, Arpent, Hatfield Heath, Bishops Stortford, Hertfordshire (Tel. Hatfields Heath 315).

BRUSSELS: 43RD INTERNATIONAL FAIR/HOUSEHOLD COMFORT – April 15-26
Apply, Palais du Centenaire, Brussels 2.

SKELLEFREU: SWEDISH CARAVAN EXHIBITION – May 6-10
Apply, Urstallningstjonst AB., P.O. Box 7040, 103 81 Stockholm.

NICE: INTERNATIONAL EXHIBITION OF RACING CARS AND MOTORING ACCESSORIES – May 6-12
Apply, Internation Exhibitions Ltd., 11 Argyll Street, London WIV 2LJ (Tel. 01-734 6953).

SALZBURG: 'TOY INTERNATIONAL' – May 9-11
Apply, Contact Fach-Ausstellungen Ges. m.b.H. A-5024 Salzburg, Postfach 140.

LJUBLJANA: INTERNATIONAL FAIR (AIPS ADRIA) – May 9-17
Apply, Arpent, Corringales, Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

BELGRADE: 14TH INTERNATIONAL TECHNICAL FAIR – May 16-24 (includes sections for Engineering, Ships and Boats, Chemicals, Foodstuffs, Office Machinery and Electrical, Electronics)
Apply, Bulevar Vojvode Misica 14 P.O. Box 408, Belgrade.

LJUBLJANA: INTERNATIONAL TIMBER FAIR – June 6-14
Apply, Arpent, Corringales, Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

LESKOVAC: .NTERNATIONAL TEXTILES AND MACHINERY – June 21-28
Apply, Sajam Tekstila i lekstilisch masina, Lesovak.

MALMO: CONSTRUCTION INDUSTRIES FAIR – August 14-23
Apply, Stiftelsern Skanemasson, Stadiongaton 25, Box 190 15, 20073 Malmo.

BERGEN: INTERNATIONAL PORT EXHIBITION – August 28-October 4

LJUBLJANA: INTERNATIONAL WINE, FRUIT JUICES AND EQUIPMENT FAIR – August 29-September 6
Apply, Arpent, Corringales, Hatfield Heath, Bishop's Stortford, Hertfordshire (Hatfield Heath 315).

HALSINGBORG: INTERNATIONAL FOOD FAIR – August 29-September 6
Apply, AB Halsingborgsutstallningar, Hamntorget, 252 21 Halsingborg.

JONKOPING: EXHIBITION ON WATER POLLUTION AND SEWAGE TREATMENT – September 2-9
Apply, Elima AB, Box 6066, 550 06 Jonkoping 6.

MALMO: OFFICE MACHINE EQUIPMENT, STATIONERY AND PRINTING EQUIPMENT EXHIBITION – September 10-15
Apply, Syndexpo AB, Vastanvag 7, 216 13 Malmo.

MALMO: HORTICULTURAL EXHIBITION – September 25-October 4
Apply, Sveriges Handelstadgardsmastareforbund, Box 35, 162 11 Vallingby.

NOVI-SAD: 7TH FAIR OF FRUIT, VEGETABLES AND PROCESSED PRODUCTS – September 26-October 4
Apply, Arpent, Corringales, Hatfield Heath, Bishop's Stortford, Hertfordshire (Hatfield Heath 315).

BELGRADE: INTERNATIONAL FAIR OF FURNITURE EQUIPMENT AND INTERIOR DECORATION – October 23-November 1
Apply, Bulevar Vojvode Misica 14 P.O. Box 408 Belgrade.

BELGRADE: INTERNATIONAL CLOTHING TRADE EXHIBITION – October 24-November 1
Apply, Generalni Director, Beogradski Sajam Bulevar Vojvode Misica 14 P.O. Box 408, Belgrade.

MALMO: DO-IT-YOURSELF EXHIBITION – October 31-November 4
Apply, Sydexpo AB, Vastanvag 7, 216 13 Malmo.

GOTHENBURG: PNEUMATIC AND HYDRAULIC TRADE FAIR – November 19-25
Apply, Scandinexpo AB, Stampgaten 38, 411 01 Gothenburg.

Delete – 1971

HELSINKI: INTERNATIONAL MARITIME EXHIBITION (NAVIGARE) – September

MUNICH: INTERNATIONAL SEWAGE AND WATER TREATMENT ENGINEERING EXHIBITION (IFAT) – October 21-28

Amendments – 1971

BASLE: INTERNATIONAL EXHIBITION OF INDUSTRIAL ELECTRONICS (INEL) – March 9-13.
Apply, John Buck (Trade Fair Agencies) Ltd., etc.
The address to apply to should be amended to read:
Apply, Exhibition Management, Swiss Industries Fair, Basle 21.

UTRECHT: INTERNATIONAL BUILDING AND HEATING EXHIBITION – April
The title and date should be amended to read:

UTRECHT: INTERNATIONAL BUILDING EXHIBITION – April 1-8

BARI: FRANCO-BRITISH TRADE FAIR – September
The title should be amended to read:

BARI: INTERNATIONAL LEVANT FAIR – September 4-8

STOCKHOLM: TRANSPORT EXHIBITION – April 19-24
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, S.W.15 (Tel. 01-788 1186).

ZURICH: OFFICE EQUIPMENT EXHIBITION (BUFA) – September 7-11
Apply, Schweiz Burofach-Verband. Walter Rentsch Jnr., President Heinrichstr, 216, P.O.B. 3046, 8023 Zurich.

STOCKHOLM: DATA 71. THE INTERNATIONAL DATA PROCESSING EXHIBITION – October 20-27
Apply, Marketing Exhibitions Ltd., 113-123 Upper Richmond Road, S.W.15 (Tel. 01-788 1186).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Sction III

Amendments – 1970

SYDNEY: INTERNATIONAL TRADE FAIR – August 12-21
This trade fair will be held in 1971 and not in 1970 as shown in the list of Amendments 1970 published on 3.12.69.

TORONTO: CANADIAN HARDWARE SHOW
The dates of this event should be amended to read February 9-12.

LOS ANGELES: WESTERN METAL AND TOOL EXPOSITION
The dates of this event should be amended to read March 8-13.

NEW YORK: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS (NAMSB)
The date of this event should be amended to read March 15-18.

MIAMI: MUSIC SHOW AND CONVENTION
The dates of this event should be amended to read June 6-9.

SAO PAULO: BRAZILIAN TEXTILE TRADE FAIR (FENIT) – August
Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilo Machado, 60 Sao Paulo, Brazil.
The address should be amended to read: Apply, Alcantara Machado Comercio e Empreendimentos Ltda., Rua Brasilio Machado, 60, Sao Paulo, Brazil.

CHICAGO: NATIONAL SHOE FAIR
The dates of this event should be amended to read August 29-September 2.

Additions – 1970

PHILADELPHIA: AMERICAN CERAMIC SOCIETY SHOW – May 4-6
Apply, Frank P. Reid, 4055 North High Street, Columbus, Ohio.

ADELAIDE: RACING CAR SHOW – May 8-13
Apply, Mr. J. Abbott, Abbott Exhibitions of Lakeland Park, Lilydale, Victoria, 3140.

CHICAGO: DESIGN ENGINEERING CONFERENCE AND SHOW – May 11-14
Apply, Kenneth K. Knowles, 866 United Nations Plaza, New York, N.Y. 10017.

TOKYO: 3RD AUTOMATIC CONTROL EQUIPMENT SHOW – May 13-17
Apply, Exhibition Secretariat, c/o Enterprise Section, The Nikkan Kogyo Shimbun Ltd. (Industrial Daily News Ltd.), 8-10 Kudan Kita 1-Chome, Chiyoda-ku, Tokyo.

MELBOURNE: 1970 METALS CONGRESS AND EXHIBITION OF METALLURGICAL EQUIPMENT – May 18-22
Apply, Mr. D H. Skinner. AIM Exhibitions Manager, Broken Hill Pty. Co. Ltd., Melbourne Research Laboratories, PO Box 274, Clayton, Vic. 3168.

MELBOURNE: RACING CAR SHOW – June 12-20
Apply, Mr. J. Abbott, Abbott Exhibitions of Lakeland Park, Lilydale, Victoria, 3140.

MINNEAPOLIS: INTERNATIONAL SNOWMOBILE TRADE SHOW – June 27-29
Apply, General Sport Shows Inc., 409 Times Building, Minneapolis, Minesota 55401.

DETROIT: AMERICAN LIBRARY ASSOCIATION'S INTERNATIONAL BOOK EXHIBITION – June 28-July 4
Apply, A. P. Wales Organisation, 8, Charing Cross Road, London, W.C.2 (Tel. 01-836 8947).

SYDNEY: RACING CAR SHOW – July 3-12
Apply, Mr. J. Abbott, Abbott Exhibitions of Lakeland Park, Lilydale, Victoria, 3140.

OSAKA: THE JAPAN INTERNATIONAL EXHIBITION OF TEXTILE MACHINERY – July 6-12
Apply, Nihon Sen-i Shimbun Co. Ltd., 10 1-Chome, Honcho Nihonbashi, Chuo-ku, Tokyo.

OSAKA: 9TH ENGINEERING MATERIAL SHOW, 4TH DESIGN EFFICIENCY SHOW, 1970 MECHANICAL AUTOMATION SHOW FOR MAN-HOUR SAVING (To be held concurrently) – September 8-12
Apply, Nikkan Kokyo Shimbun – Sha, 1, Lida-machi, 1-Chome, Chiyoda-ku, Tokyo.

LOUISVILLE: INTERNATIONAL WOODWORKING MACHINERY AND FURNITURE SUPPLY FAIR – September 12-16
Apply, Marion Park Esq., 666, Lake Shore Drive, Chicago, Illinois 60611.

CHICAGO: MARINE TRADES EXHIBITION AND CONFERENCE – September 25-28
Apply, Guy Hughes, 307, North Michigan Avenue, Chicago, Illinois.

NEW YORK: NATIONAL EXPORT SERVICES AND CONTAINERIZATION EXPO AND CONGRESS – September 28-October 1
Apply, Irwin Chaitin, 160 W. Lafayette, Detroit, Michigan 48216.

NEW YORK: NATIONAL HARDWARE SHOW – October 12-15
Apply, Chas Snitow, 331 Madison Avenue, Suite 1103, New York, NY 10017.

TORONTO: CANADIAN ENGINEERING DESIGN SHOW – October 13-15
Apply, Southern Business Publications Ltd., Southern Division, Box 1010, Station B. Toronto 2 B, Ontario.

JOHANNESBURG: WATER '70 – October 15-21
Apply, Industrial Exhibition Organizers (Pty.) Ltd., PO Box 15517, Slemend, Johannesburg.

CHICAGO: PREMIUM SHOW – October 26-29
Apply, Hall-Erickson Inc., 407 South Dearborn Street, Chicago, Illinois 60605.

MONTREAL: INTERNATIONAL SALON OF FOOD AND AGRICULTURE – October 31-November 8
Apply, M. J. de Broin, 10819 St. Denis Street, Montreal, 357.

Additions – 1971

SYDNEY: INTERNATIONAL CONTROL, ELECTRONICS, TELECOMMUNICATIONS INSTRUMENTS AND AUTOMATION EXHIBITION (CETIA) – February 15-19
Apply, The Executive Director, CETIA Exhibition Administration, Box 3629, GPO, Sydney.

BOMBAY: INTERNATIONAL PACKAGING MACHINERY EXHIBITION – February-March
Apply, Indian Institute of Packaging, 254C, Dr. Annie Besant Road, Prabhadevi, Bombay 25 DD.

ADDIS ABABA: THE ASSOCIATION FOR THE ADVANCEMENT OF AGRICULTURAL SCIENCES IN AFRICA (AAASA) EXHIBITION OF AGRICULTURAL EQUIPMENT – August-September
Apply, Mr. Yohannis Negash, AAASA, PO Box 30087 – MA, Addis Ababa, Ethiopia.

DETROIT: INTERNATIONAL ELECTRICAL AND ENGINEERING CONFERENCE AND EXPOSITION ON UNDERGROUND DISTRIBUTION – September 27-30
Apply, Robert T. Kenworthy Inc., 866 United Nations Plaza, New York, NY 10017.

TORONTO: CANADIAN WELDING SOCIETY SHOW – September 29-October 2
Apply, E. A. Gill, Canadian Welding Society, PO Box 9, Station J, Toronto.

Additions – 1972

CAPE TOWN: FISHING INDUSTRIES EXHIBITION – October
Apply, South African Exhibition Organisers (Pty.) Ltd., PO Box 3032, Cape Town.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1970

LONDON: INTERNATIONAL PUBLIC ADDRESS EXHIBITION – March 17-19
This entry should be amended to read: March 10-12. At Camden Town Hall, Euston Road, London, N.W.1 (opposite St. Pancras Station).

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION AND SYMPOSIUM – May 12-15
This entry should be amended to read: Apply, UTP Exhibitions Ltd., 36-7, Furnival Street, London, E.C.4 (Tel. 01-405 4886).

LONDON: INTERNATIONAL CLOTHING TRADE EXHIBITION – September 15-19
This entry should be amended to read: Apply, UTP Exhibitions Ltd., 36-7, Furnival Street, London, E.C.4 (Tel. 01-405 4886).

Additions – 1970

LONDON: CONFECTIONERY, TOBACCO AND ALLIED TRADES FAIR (CONTOB) – March 3-5. At RHS Old Hall, London, S.W.1
Apply, Retail Confectioners' Association and Exhibitions Ltd., Ashley House, 53, Christchurch Avenue, London, N.12 (Tel. 01-445 6344/5).

LONDON: DEEP SEA FISHING EQUIPMENT EQUIPMENT EXHIBITION – July 13-17. At Olympia
Apply, Brintex Exhibitions Ltd., 3, Clements Inn, London, W.C.2 (Tel. 01-242 1200).

LONDON: FURNITURE PRODUCTION EXHIBITION AND CONFERENCE – October 6-9. At Olympia
Apply, Exhibitions for Industry Ltd., 33, Furnival Street, London, E.C.4 (Tel. 01-405 9556/0321).

Amendments – 1971

LONDON: LAPORATORY APPARATUS AND MATERIALS EXHIBITION (LABEX)
This entry should be amended to read: Apply, UTP Exhibitions Ltd., 36-37, Furnival Street, London, E.C.4 (Tel. 01-405 4886).

Additions – 1971

GLASGOW: 4TH INTERNATIONAL MATERIALS HANDLING EXHIBITION – May 17-21. At Kelvin Hall. Glasgow.
Apply, Exhibition Promotions (MH) Ltd., 65/6 Turnmill Street, London, E.C.1 (Tel. 01-253 8201/8).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

Ghana

BRITAIN IS INCREASING its 1969/70 £3·65 million loan to Ghana by a further loan of £1·75 million under an agreement signed in Accra. The total loan of £5·4 million will be interest free with a maturity of 25 years, including a five-year grace period on capital repayments.

Taking into account the carry-over of disbursements from the 1968/69 loan, British financial aid made available to Ghana in 1969/70 now stands at £5·75 million.

Inquiries relating to this notice should be addressed to the Crown Agents, 4 Millbank, London, S.W.1 (Tel. 01-222 7730, Ext. 399).

Czechoslovakia and Yugoslavia

THE CZECH PRESS has announced that a protocol for trade in 1970 between Czechoslovakia and Yugoslavia was signed in Prague on October 10, 1969. The protocol provides for a 4 per cent rise in the volume of trade over 1969.

In additional to traditional deliveries of rolled goods, machinery and equipment, Czechoslovakia will supply Yugoslavia with increased quantities of glass industry products and semi-furnished metallurgical products.

Yugoslavia will export to Czechoslovakia higher quantities of articles for general consumption, meat products and canned fish besides the traditional supplies of non-ferrous metals, engineering products and agricultural and food industry products.

Any inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Austria and Czechoslovakia

THE AUSTRIAN Federal Chamber of Commerce Journal *Internationale Wirtschaft* of November 28 published details of the protocol for 1970 to the Austro-Czech Long-Term Trade Agreement which was signed in Prague on November 24, 1967. The protocol, which has just received the formal approval of the Austrian Government, sets out in detail the agreed quotas of commodities to be imported into both countries in 1970 and a list of Czech goods which may be imported into Austria free of quota restrictions but still subject to automatic import licensing.

Copies of the three lists (in German) are available from Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Denmark and USSR

A LONG-TERM trade agreement between Denmark and the USSR covering the period January 1, 1970 to December 31, 1975 was signed in Copenhagen on October 24, 1969.

There has been a major departure from previous agreements in that commodity lists have not been included. This is in accordance with the Danish Government's decision on liberalizing trade with the Eastern Bloc countries.

For further information concerning this notice please apply to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Panama and Israel have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 007, Hillgate House, 35 Old Bailey, London, E.C.4, Tel. 01-248 5757, Ext. 7146, or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

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Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGAT LDN. Telegram: EXSERBRA).*

ARGENTINA

Bulletin 250/69

SERVICOS ELECTRICOS DEL GRAN BUENOS AIRES:
*35s. (In Spanish.) Circuit Breakers; Compressors. February 3. E.S.B. 52518/69/J.
*48s. (In Spanish.) Transformers and Accessories. February 17. E.S.B. 52519/69/J.

AUSTRALIA

Bulletin 249/69

QUEENSLAND DEPARTMENT OF HARBOURS AND MARINE:
Construction of Slipway. February 18. E.S.B. 26815/69/J.
BRISBANE CITY COUNCIL:
*34s. Underground Cables and Accessories. January 21. E.S.B. 51941/69/J.
SYDNEY CITY COUNCIL:
*64s. HT Line Accessories. January 29. E.S.B. 52396/69/J.

Bulletin 250/69

DEPARTMENT OF SUPPLY, MELBOURNE:
Cross Cut Saws. January 20. E.S.B. 52583/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Switchyard Extension. January 19. E.S.B. 52584/69/J.
Transmission Line Towers. January 19. E.S.B. 52586/69/J.
Transformers. February 2. E.S.B. 52587/69/J.
MELBOURNE AND METROPOLITAN BOARD OF WORKS:
Pile Driver. January 27. E.S.B. 52588/69/J.
DEPARTMENT OF SUPPLY, MELBOURNE:
Signal Generator. January 20. E.S.B. 52591/69/J.
Drilling Machine. January 29. E.S.B. 52592/69/J.
Mobile Crane. January 20. E.S.B. 52594/69/J.
Microfilm Reader Printer. January 22. E.S.B. 52595/69/J.
Measuring Machines. January 20. E.S.B. 52596/69/J.
STATE ELECTRICITY COMMISSION OF VICTORIA:
Transmission Line. January 19. E.S.B. 52815/69/J.

Bulletin 252/69

DEPUTY ASSISTANT DIRECTOR-GENERAL OF SUPPLY:
*13s. Electron Tubes. (Further Information.) E.S.B. 48241/69/J.
STATE STORES BOARD:
*5s. Well Head Safety Equipment. January 19. E.S.B. 52850/69/J.
DEPARTMENT OF HARBOURS AND MARINE:
Conversion of Cranes. February 4. E.S.B. 52851/69/J.

Bulletin 253/69

PUBLIC OFFICE OF THE PRINCIPAL AT SOUTHPORT:
*21s. Butterfly Valves. January 20. E.S.B. 52840/69/J.
DISTRICT CONTRACT BOARD:
*5s. Pump. (Further Information.) E.S.B. 52395/69/J.

BARBADOS

Bulletin 250/69

PUBLIC HEALTH DEPARTMENT:
Sewage Treatment Plant
(Advance Information.) E.S.B. 52975/69/J.

BRAZIL

Bulletin 250/69

CIA DO METROPOLITANO DE SAO PAULO:
*Electric Rail System. (Further Information.) E.S.B. 51580/69/J.

BURMA

Bulletin 254/69

PUBLIC WORKS CORPORATION:
*4s. Wire Netting. January 26. E.S.B. 53401/69/J.
*5s. Valves, Stop Cocks. January 28. E.S.B. 53404/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. Bauxite White. January 26. E.S.B. 53425/69/J.
*4s. Chemicals. January 27. E.S.B. 53424/69/J.
*4s. Paper, Photographic Material. January 31. E.S.B. 53412/69/J.

CANADA

Bulletin 254/69

MANITOBA HYDRO:
Generating Unit. January 19. E.S.B. 53112/69/J.

A showcard and heat seal label for use in overseas promotional work have been produced by the British Carpets Export Promotion Council in response to requests from a number of export countries. The showcard and label are designed to publicize the corporate image of 'British Carpets' abroad. Measuring 15 in. by 20 in. (37½ cms. by 50 cms.) and 6½ in. by 1⅛ in. (16½ cms. by 4 cms.) respectively, they are suitable for shop window and in-store displays, for trade exhibitions, agents' showrooms, etc. Full details can be obtained from the B.C.E.P.C., Dorland House, 14-16 Lower Regent Street, London, S.W.1.

CEYLON

Bulletin 254/69

EASTERN PAPER MILLS CORPORATION:
*1s. Newsprint. (Further Information.) E.S.B. 52332/69/J.
CEYLON CEMENT CORPORATION:
Pumps. January 19. E.S.B. 53123/69/J.
STATE ENGINEERING CORPORATION:
Voltage Regulating Equipment. January 28. E.S.B. 52873/69/J.
CEYLON FISHERIES CORPORATION:
Marine Engine. January 24, E.S.B. 52874/69/J.

CONGO DEMOCRATIC REPUBLIC

Bulletin 249/69

DCMP:
*8s. Pharmaceuticals; Medical Instruments. March 17. E.S.B. 52529/69/J.

CYPRUS

Bulletin 254/69

TENDER BOARD TREASURY:
*2s. Letter Forms. January 24. E.S.B. 53158/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 253/69

DEUTSCHE BUNDERPOST:
Ceiling Panels; Telescoping Dividing Walls. January 20. E.S.B. 52880/69/J.

GREECE

Bulletin 249/69

PORT OF PIRAEUS AUTHORITY:
*31s. Crane. Closing date postponed to January 29. E.S.B. 46761/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments'. summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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TRANSLATIONS

Contact:– **Dr. FRY'S TRANSLATION SERVICE**

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11. **Telephone: PARK 5087 and 7163**

Bulletin 253/69
MINISTRY OF TRADE:
*5s. Sperm Banks, Bottles, Laboratory Equipment. (Further Information.) January 26. E.S.B. 33203/69/J.
GREEK STATE RAILWAYS:
*10s. Antimony. January 20. E.S.B. 52887/69/J.

INDIA

Bulletin 249/69
MINISTRY OF RAILWAYS (RAILWAY BOARD):
Automatic Ballast Tampers. Closing date postponed to February 2. E.S.B. 49697/69/J.
MAZAGON DOCK LTD.:
Dockyard Stores. January 31. E.S.B. 52540/69/J.
HEAVY ENGINEERING CORPORATION LTD.:
*14s. Machine Tool Parts; Measuring Instruments. January 25. E.S.B. 52541/69/J.

Bulletin 251/69
BHABHA ATOMIC RESEARCH CENTRE:
Pumps. January 27. E.S.B. 52848/69/J.
*8s. Beryllium. (Further Information.) E.S.B. 51352/69/J.
UP GOVERNMENT ROADWAYS:
Motor Vehicle Spare Parts. January 19. E.S.B. 52837/69/J.
RAILWAY STORES:
*35s. Steel Sheets. January 22. E.S.B. 52835/69/J.
WESTERN RAILWAY:
Rectifiers. March 15. E.S.B. 52836/69/J.
CENTRAL RAILWAY:
Autotransformers. January 27. E.S.B. 52833/69/J.

Bulletin 252/69
*48s. Rotary Printing Machine. February 4. E.S.B. 52831/69/J.
BHABHA ATOMIC RESEARCH CENTRE:
*4s. Hydraulic Press. January 21. E.S.B. 52812/69/J.

Bulletin 253/69
*69s. Steel Forgings. (Further Information.) E.S.B. 51353/69/J.

IRAN

Bulletin 249/69
IRANIAN STATE RAILWAYS:
*10s. Cable. (Further Information.) E.S.B. 50734/69/J.

IRISH REPUBLIC

Bulletin 249/69
AN FORAS TIONSCAL:
Construction of Office Accommodation. January 27. E.S.B. 52571/69/J.
COUNTY WICKLOW VOCATIONAL EDUCATION COMMITTEE:
Construction of Classrooms. January 19. E.S.B. 52572/69/J.

Bulletin 250/69
WATERFORD COUNTY COUNCIL:
Compressed Air Ejector. January 26. E.S.B. 52803/69/J.

Bulletin 251/69
CORAS IOMPAIR EIREANN:
Railway System Feasibility Study. January 31. E.S.B. 52140/69/J.

ITALY

Bulletin 252/69
SACLANT ASW RESEARCH CENTRE:
*Telemetering System. Closing date postponed to January 30. (Further Information.) E.S.B. 44028/69/J.

LIBYA

Bulletin 253/69
CENTRAL TENDERS BOARD:
Hospital Equipment and Furniture. (Further Information.) Closing date postponed to February 22. E.S.B 49614/69/J.

Bulletin 254/69
Sewage Scheme. March 23. E.S.B. 53196/69/J.
Sewage Scheme. April 6. E.S.B. 53197/69/J.

MALAGASY REPUBLIC

Bulletin 250/69
DIRECTION GENERALE DES POSTES ET TELECOMMUNICATIONS:
*11s. (In French.) Cable and Wire. January 20. E.S.B. 52551/69/J.
*9s. (In French.) Telephone Line Accessories. January 27. E.S.B. 52578/69/J.
*12s. (In French.) Telephone Line Accessories. January 20. E.S.B. 52575/69/J.
*11s. (In French.) Telephone Line Materials. January 20. E.S.B. 52552/69/J.
*11s. (In French.) Telephone Line Materials. January 20. E.S.B. 52573/69/J.
*11s. (In French.) Coaltar, Cable and Telephone Line Accessories. January 20. E.S.B. 52576/69/J.
*10s. (In French.) Telephone Switchboards. January 27. E.S.B. 52577/69/J.
*18s. (In French.) Autocommutator Spare Parts. January 20. E.S.B. 52553/69/J.
*13s. (In French.) Telephone Exchange Spare Parts. January 20. E.S.B. 52579/69/J.
*10s. (In French.) Telephone Cable. January 20. E.S.B. 52574/69/J.

MALAWI

Bulletin 249/69
MALAWI GOVERNMENT MEDICAL STORES:
*4s. Drugs and Chemicals. January 22. E.S.B. 52530/69/J.

Bulletin 250/69
COMMONWEALTH DEVELOPMENT CORPORATION:
Workshop Equipment. February 20. E.S.B. 52600/69/J.
Tool Kits. February 20. E.S.B. 52806/69/J.
Vehicles. February 20. E.S.B. 52805/69/J.
Drawing Office Equipment. February 2. E.S.B. 52598/69/J.
Overhead and Underground Line Cable and Material. February 20. E.S.B. 52807/69/J.
Distribution Transformers. February 20. E.S.B. 52597/69/J.
Electricity Supply Meters. February 20. E.S.B. 52599/69/J.

MALAYSIA

Bulletin 254/69
PUBLIC WORKS DEPARTMENT:
*9s. Generating Set. January 23. E.S.B. 53189/69/J.
MUNICIPAL OFFICES:
*5s. Vehicles. January 19. E.S.B. 53190/69/J.

MALTA

Bulletin 251/69
TREASURY:
*35s. Cable Pressurization Equipment. January 22. E.S.B. 52808/69/J.

Bulletin 253/69
Construction of Ferry Terminal Superstructure. February 26. E.S.B. 53105/69/J.

Bulletin 254/69
*Testing Instruments. January 22. E.S.B. 53119/69/J.

NETHERLANDS

Bulletin 252/69
CHIEF ENGINEER OF WATERWAYS:
Construction of Roads. January 27. E.S.B. 52866/69/J.

NEW ZEALAND

Bulletin 251/69
NEW ZEALAND ELECTRICITY DEPARTMENT:
*51s. Transformers. March 10. E.S.B. 52824/69/J.
NEW ZEALAND FOREST SERVICE:
*6s. Pump. January 22. E.S.B. 52821/69/J.
*3s. Moisture Meter. February 3. E.S.B. 52823/69/J.
*5s. Fire Pump Units. January 26. E.S.B. 52822/69/J.
*6s. Fire Pumping Unit. January 21. E.S.B. 52819/69/J.

Bulletin 253/69
DEPARTMENT OF EDUCATION:
*2s. Furnace. January 19. E.S.B. 52883/69/J.
*2s. Laboratory Meter. January. E.S.B. 52884/69/J.
*2s. Microscope Slide Cabinets. January 19. E.S.B. 53118/69/J.
*2s. Meters. January 19. E.S.B. 53117/69/J.
*4s. Balances. January 19. E.S.B. 53182/69/J.
POST OFFICE HEADQUARTERS:
*Canvas. January 28. E.S.B. 53181/69/J.
Switchboard Lamps. January 23. E.S.B. 53144/69/J.
DEPARTMENT OF EDUCATION:
*3s. Audio Filter. January 19. E.S.B. 53183/69/J.
*6s. Voltmeter. January 19. E.S.B. 53184/69/J.
*3s. Micromanipulator. January 19. E.S.B. 53186/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 249/69
PUBLIC UTILITIES BOARD:
*25s. Steel Pipes. January 21. E.S.B. 52550/69/J.

SOUTH AFRICA

Bulletin 254/69
CAPE PROVINCIAL ADMINISTRATION:
Beads. January 23. E.S.B. 53161/69/J.
Laboratory Apparatus. January 27. E.S.B. 53162/69/J.

SUDAN

Bulletin 254/69
DEPARTMENT OF POSTS AND TELEGRAPHS:
*6s. Dial Switches, Bell Sets. January 29. E.S.B. 52892/69/J.
GOVERNMENT PRINTING PRESS:
*2s. Paper. February 4. E.S.B. 52895/69/J.

TAIWAN

Bulletin 249/69
CENTRAL TRUST OF CHINA:
*21s. Telecommunications Equipment and Tools. February 4. E.S.B. 52398/69/J.
Cork Tip Paper. February 3. E.S.B. 52399/69/J.
*5s. Spectrophotometer. February 3. E.S.B. 52400/69/J.
*4s. Valves. January 21. E.S.B. 52516/69/J.
*31s. Instruments for Naphtha Cracking Heater. January 21. E.S.B. 52517/69/J.

Bulletin 252/69
*3s. Valves. January 23. E.S.B. 52855/69/J.
*1s. Sodium Silicate. January 23. E.S.B. 53243/69/J.
*7s. Battery, Rectifier, Converter. February 18. E.S.B. 52847/69/J.
*2s. Filter Cloth. January 24. E.S.B. 52845/69/J.
*1s. Aldrin. January 24. E.S.B. 52844/69/J.
*1s. Flake Graphite. January 24. E.S.B. 52843/69/J.
*8s. Fire Extinguishing System Components. January 24. E.S.B. 52842/69/J.
*5s. Generators, Receivers. January 24. E.S.B. 52846/69/J.

Bulletin 253/69
*10s. Fire Bricks and Mortar. January 19. E.S.B. 52854/69/J.

Bulletin 254/69
*3s. Pipe Fittings. January 26. E.S.B. 53170/69/J.
*2s. Valves. January 27. E.S.B. 53171/69/J.
*2s. Freon. January 20. E.S.B. 53173/69/J.
*2s. Moisture Meter. January 19. E.S.B. 53172/69/J.

THAILAND

Bulletin 254/69
ELECTRICITY GENERATING AUTHORITY OF THAILAND:
Substation Equipment. January 23. E.S.B. 53141/69/J.
*8s. Diesel Electric Set. January 19. E.S.B. 53163/69/J.

TURKEY

Bulletin 254/69
STATE RAILWAYS ADMINISTRATION:
Electric Motors. January 19. E.S.B. 53143/69/J.

YUGOSLAVIA

Bulletin 250/69
METALKA EXPORT-IMPORT:
*1s. (Press Notice.) Food Processing Equipment. March 4. E.S.B. 52555/69/J.
TEHNOPROMET:
*1s. (Press Notice.) Radiator Manufacturing Machinery; Compressor. March 4. E.S.B. 52559/69/J.
MASINO-IMPEX:
*1s. (Press Notice.) Match Machine. March 4. E.S.B. 52557/69/J.
METALKA EXPORT-IMPORT:
*1s. Rubber-Foam Producing Machine. February 25. E.S.B. 52561/69/J.
*1s. Paper Processing Machinery. Closing date not stated. E.S.B. 52585/69/J.
KOVINOTEHNA EXPORT-IMPORT:
*1s. Eloxating and Chroming Plant. February 25. E.S.B. 52564/69/J.
EMO, CELJE, METALNA INDUSTRIJA:
*1s. Welding Machines, Radiator Machinery. March 4. E.S.B. 52554/69/J.
NEWSPAPER PUBLISHING AND PRINTING HOUSE:
*1s. Photoelectric Scanner, Photoelectric Engraver. March 4. E.S.B. 52556/69/J.
TRANSPORT ENTERPRISE:
*1s. Garage Equipment, Bus Chassis and Engine. February 25. E.S.B. 52563/69/J.
TEKIG-INVEST:
*1s. Plastic Production Machinery. February 27. E.S.B. 52562/69/J.
ELECTRICAL INDUSTRY – NIS:
*1s. Household Appliances Factory Plant. February 25. E.S.B. 52560/69/J.

ZAMBIA

Bulletin 249/69
CENTRAL SUPPLY AND TENDER BOARD:
*2s. Boots and Shoes. February 6. E.S.B. 52527/69/J.
*6s. Laboratory Equipment. February 6. E.S.B. 52528/69/J.
Hospital Electrical Services. February 6. E.S.B. 52535/69/J.
Erection and Completion of Maternity Unit and Operating Theatre. January 30. E.S.B. 52537/69/J.

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Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. *each*) *and documents* (*the price of these varies – see individual notices*) *must be accompanied by a remittance for the correct amount in the form of a cheque or postal order* (*not postage stamps*) *made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back* BoTHILLGATE LDN, *Telegram: EXSERBRA.*

Marler Haley (*Barnet*) *Ltd., one of Britain's leading manufacturers of display systems, recently shipped* 100 *Spaceframe kits to Copenhagen for distribution to Volvo car agents throughout Denmark as point-of-sale units. The picture shows the kits at Copenhagen docks. Recent orders placed through the company's Swedish agents include a graphic presentation for Danish Esso, a major exhibition stand for National Cash Registers in Copenhagen, and a large order for a leading department store in Iceland.*

AUSTRALIA

Bulletin 251/69

Inquiry for hydraulic control equipment. E.S.B. 52685/69/J.

2s. Inquiry for cast aluminium balcony panels. E.S.B. 52619/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 249/69

Inquiry for calcium carbonate. E.S.B. S/139/69/J.

74s. Inquiry for transformers. E.S.B. A/81/69/J.

AUSTRIA

Bulletin 249/69

Inquiry for cutlery; domestic electrical appliances; household and kitchen equipment; tableware. E.S.B. 534/69/J.

BAHRAIN

Bulletin 253/69

Agency inquiry for fruit drinks. E.S.B. 52721/69/J.

BARBADOS

Bulletin 250/69

Inquiry for air-conditioning equipment and units; bathroom fixtures and supplies; boilers and associated equipment; supplies; calorifiers and associated equipment; cooling towers; electrical equipment; sewage disposal system; swimming pool equipment; telephone equipment. E.S.B. 52701/69/J.

BELGIUM

Bulletin 249/69

Inquiry for pumps. E.S.B. 52695/69/J.

Inquiry for freezer cabinets; refrigerators. E.S.B. 34421/69/J.

Bulletin 251/69

Agency inquiry for junction boxes; terminal boxes. E.S.B. 46272/69/J.

BERLIN

Bulletin 250/69

Inquiry for steel tubes. E.S.B. 52429/69/J.

Inquiry for electronic lighting control apparatus. E.S.B. 52672/69/J.

Bulletin 251/69

Inquiry for cosmetic preparations; soaps. E.S.B. 52953/69/J.

Bulletin 252/69

Inquiry for car accessories; first aid kits; fire extinguishers; novelties. E.S.B. 52166/69/J.

BOLIVIA

Bulletin 252/69

Inquiry for lottery equipment. E.S.B. 52940/69/J.

BRAZIL

Bulletin 249/69

Inquiry for air-conditioning plant; car park equipment; lighting and sound equipment; telephone system; television system. E.S.B. 52652/69/J.

Bulletin 252/69

Agency inquiry for circular saws; hand tools; taps and dies. E.S.B. 53005/69/J.

BULGARIA

Bulletin 250/69

Inquiry for pressure die casting machines. E.S.B. 51228/69/J.

CANADA

Bulletin 249/69

Agency inquiry for locks. E.S.B. 45756/69/J.

Agency inquiry for metalwork holding equipment. E.S.B. 52620/69/J.

*2s. Inquiry for brushing machines; key chains and fobs; plastic welding machine; pvc sheeting; vinyl sheeting. E.S.B. 52604/69/J.

Bulletin 250/69

Agency inquiry for audio-visual equipment; builders' hardware; dictating machines; electronic equipment; marine hardware; marine machinery and equipment; nuts, bolts and screws; office machinery and equipment; outboard motors; radio and television apparatus. E.S.B. 51838/69/J.

Inquiry for water pollution control plant – further information. E.S.B. 39341/69/J.

Inquiry for woodworking machinery. E.S.B. 52714/69/J.

Agency inquiry for curtain material; dress materials; place mats; tablecloths. E.S.B. 52421/69/J.

Bulletin 251/69

Inquiry for tinware. E.S.B. 50600/69/J.

Inquiry for knitwear; women's dresses. E.S.B. 52629/69/J.

Agency inquiry for jacks; pressure gauges. E.S.B. 7276/69/J.

Agency inquiry for natural gas processing equipment. E.S.B. 52211/69/J.

Bulletin 252/69

Agency inquiry for reproduction clocks and furniture; tudor doors and chests. E.S.B. 52419/69/J.

Inquiry for gourmet food items; housewares; kitchen gadgets; meat grinders. E.S.B. 52119/69/J.

Inquiry for industrial kettles. E.S.B. 51221/69/J.

Inquiry for boots; handbags; jewellery; leather goods; women's clothing. E.S.B. 52179/69/J.

Inquiry for audio visual equipment; slide storage and reproduction system. E.S.B. 16643/69/J.

Inquiry for dietetic sweets. E.S.B. 52771/69/J.

Bulletin 253/69

Inquiry for electro-medical apparatus; electronic equipment; electrical measuring, controlling and recording instruments and apparatus; electrical switches and relays; marine machinery and equipment; surgical instruments and supplies; and thermometers. E.S.B. 53276/69/J.

Inquiry for steel bars. E.S.B. 53230/69/J.

Inquiry for crane. E.S.B. 53047/69/J.

Inquiry for contractors' and building supplies; plywoods. E.S.B. 52249/69/J.

Bulletin 254/69

Inquiry for steel pipe. E.S.B. 1864/69/J.

CURACAO

Bulletin 249/69

Inquiry for records; recording tapes; smokers' requisites. E.S.B. 23423/69/J.

DENMARK

Bulletin 249/69

Agency inquiry for textile and carpet industry accessories. E.S.B. 52134/69/J.

Bulletin 250/69

Inquiry for scissors. E.S.B. 53016/69/J.

Bulletin 251/69

Inquiry for couplings. E.S.B. 52278/69/J.

Bulletin 252/69

Agency inquiry for bathroom sets; beach wraps; face cloths; swimsuits; towels; towelling. E.S.B. 52735/69/J.

Agency inquiry for floor coverings. E.S.B. 52919/69/J.

Bulletin 253/69

Inquiry for plastic drums. E.S.B. 53203/69/J.

DOMINICA

Bulletin 250/69

Inquiry for piece-goods. E.S.B. 52483/69/J.

Bulletin 251/69

Agency inquiry for biscuits; building materials; carpenters' tools; cement; electrical fittings and bulbs; floor coverings; footwear; furniture; hardware; ice-cream freezers; jute bags and sacks; matches; mattresses; piece-goods; pharmaceutical preparations; socks; suitcases. E.S.B. 8249/69/J.

FAROE ISLANDS

Bulletin 249/69

Inquiry for radio components. E.S.B. 52439/69/J.

Inquiry for cartridges; earthenware; hand tools; kitchenware; wire fencing. E.S.B. 52472/69/J.

Inquiry for elastic; haberdashery fittings; plastics sealing equipment; textiles. E.S.B. 52300/69/J.

Bulletin 249/69

Inquiry for cheese. E.S.B. 52410/69/J.

Inquiry for cream crackers; new household products. E.S.B. 52471/69/J.

Inquiry for foodstuffs. E.S.B. 52490/69/J.

Bulletin 251/69

Agency inquiry for duplicators; office equipment; stationery; typewriters. E.S.B. 52452/69/J.

Agency inquiry for dishcloths and teacloths; exercise books; handkerchiefs; hosiery; paper; shirts; shoes. E.S.B. 52451/69/J.

Bulletin 252/69

Agency inquiry for preserves. E.S.B. 52603/69/J.

FINLAND

Bulletin 252/69
Agency inquiry for hosiery. E.S.B. 52948/69/J.
Agency inquiry for confectionery. E.S.B. 52665/69/J.

FRANCE

Bulletin 249/69
Agency inquiry for incinerators; refrigerators. E.S.B. 51028/69/J.

Bulletin 251/69
Inquiry for leather working machines. E.S.B. 53001/69/J.

Bulletin 252/69
Inquiry for fish. E.S.B. 53072/69/J.
Agency inquiry for counters. E.S.B. 41120/69/J.
Inquiry for riding equipment. E.S.B. 52180/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 249/69
Inquiry for leather. E.S.B. 52298/69/J.
Inquiry for gin; whisky. E.S.B. 52290/69/J.
Inquiry for air-conditioning plant; aluminium grids; door mats; light domes; mat-well frames; partition walls; refuse compression plant; steel grating; switchgear; ventilation equipment; windows. E.S.B. 51084/69/J.
Inquiry for chemicals. E.S.B. 52030/69/J.
Agency inquiry for do-it-yourself articles; hand tools. E.S.B. 52475/69/J.

Bulletin 250/69
Inquiry for glass. E.S.B. 52240/69/J.
Agency inquiry for men's outerwear. E.S.B. 45221/69/J.
Inquiry for flanges. E.S.B. 52136/69/J.
Inquiry for giftware. E.S.B. 52449/69/J.
Agency inquiry for hydraulic lifting and actuation equipment; thermoplastic and thermosetting components. E.S.B. 52715/69/J.

Bulletin 251/69
Inquiry for buildings; ceilings and facings; doors; flooring; floor coverings; gates; insulation materials; paints; timber preservatives; varnishes; windows. E.S.B. 52694/69/J.
Inquiry for gift articles. E.S.B. 52972/69/J.
Agency inquiry for bakery and confectionery trade sundries. E.S.B. 52277/69/J.

Bulletin 252/69
Inquiry for metal products. E.S.B. 53045/69/J.
Inquiry for steel strip, plates and profiles; aluminium profiles. E.S.B. 52769/69/J.
Agency inquiry for pipeline fittings; valves. E.S.B. 41764/69/J.
Agency inquiry for acetate foils; paper. E.S.B. 52708/69/J.
Inquiry for leather soles. E.S.B. 53061/69/J.
Agency inquiry for women's clothing. E.S.B. 52982/69/J.
Agency inquiry for furniture. E.S.B. 49958/69/J.
Agency inquiry for steel strip and locking machine. E.S.B. 52703/69/J.
Agency inquiry for beverages; foodstuffs. E.S.B. 52768/69/J.
Agency inquiry for dresses; knitwear. E.S.B. 53042/69/J.
Inquiry for integrated circuits. E.S.B. 53285/69/J.
Inquiry for furnishing fabrics; furniture components. E.S.B. 52233/69/J.

Bulletin 253/69
Inquiry for clocks; lamps; mirrors. E.S.B. 20810/69/J.
Inquiry for cardboard; cellulose fibre; paper. E.S.B. 53087/69/J.
Agency inquiry for central heating plant components; sanitaryware components. E.S.B. 53064/69/J.

Bulletin 254/69
Agency inquiry for women's and children's tights. E.S.B. 39371/69/J.

GREECE

Bulletin 249/69
Inquiry for polariscope; thermodynamic models; vibration study equipment. E.S.B. 38118/69/J.

Bulletin 250/69
Agency inquiry for bottle and tubing production machinery; furnaces; galvanizing plants; kilns. E.S.B. 48309/69/J.

Bulletin 251/69
Inquiry for whisky. E.S.B. 52627/69/J.
Inquiry for beverages; foodstuffs. E.S.B. 52978/69/J.
Inquiry for office equipment and supplies. E.S.B. 53011/69/J.

Bulletin 254/69
Agency inquiry for car finishes; paints; tiles. E.S.B. 51408/69/J.

GUATEMALA

Bulletin 249/69
Inquiry for copper pipes; insulating fibreglass and wool; refrigerator compressors. E.S.B. 51826/69/J.

GUYANA

Bulletin 251/69
Inquiry for animal food production equipment. E.S.B. 53012/69/J.

HONG KONG

Bulletin 249/69
Agency inquiry for fruit squash. E.S.B. 52425/69/J.

Bulletin 250/69
Joint venture/agency inquiry for coats. E.S.B. 16580/69/J.

ICELAND

Bulletin 249/69
Agency inquiry for confectionery. E.S.B. 36572/69/J.

Bulletin 250/69
Inquiry for children's cars; road safety instruction equipment. E.S.B. 52667/69/J.

Bulletin 254/69
Agency inquiry for gin; sherry. E.S.B. 53264/69/J.

INDIA

Bulletin 253/69
Inquiry for flat bed screen printing machine. E.S.B. 52071/69/J.

ISRAEL

Bulletin 249/69
Agency inquiry for compressors; electric motors. E.S.B. 52456/69/J.

ITALY

Bulletin 250/69
Inquiry for biscuits; chemists' sundries; soaps. E.S.B. 51422/69/J.
Agency inquiry for electric motors; heating installation equipment; pumps. E.S.B. 18423/69/J.
Inquiry for aerosol containers and valves; cosmetic chemicals. E.S.B. 51286/69/J.
Agency inquiry for travel goods; umbrellas. E.S.B. 52227/69/J.
Inquiry for tinplate. E.S.B. 52710/69/J.

Bulletin 251/69
Agency inquiry for bandages; dressings; surgical goods; toothbrushes. E.S.B. 52225/69/J.
Inquiry for boiler parts; nuclear reactor stainless steel parts; turbine parts; valves. E.S.B. 49727/69/J.
*30s. Inquiry for camshaft forgings. E.S.B. 52670/69/J.

Bulletin 252/69
Inquiry for metal boxes for talcum powder. E.S.B. 53017/69/J.
Inquiry for transistors. E.S.B. 52961/69/J.
Manufacture under licence – cooling towers; furnaces; heat exchangers; splitter towers. E.S.B. 48544/69/J.
Agency inquiry for detergents. E.S.B. 5206/69/J.

Bulletin 254/69
Inquiry for chemicals. E.S.B. 23142/69/J.

JAMAICA

Bulletin 250/69
Agency inquiry for automotive parts. E.S.B. 52683/69/J.

JAPAN

Bulletin 249/69
Agency inquiry for marine paints and marine wire rope. E.S.B. 51863/69/J.

Bulletin 251/69
Agency inquiry for window cleaning equipment. E.S.B. 51829/69/J.
Inquiry for wallpapers; chemical. E.S.B. 45607/69/J.

Bulletin 254/69
Inquiry for china; clothing and accessories; costume jewellery; garden and household furniture; household and kitchen utensils and gadgets; leather goods; sports equipment; textile piece-goods. E.S.B. 53347/69/J.

KUWAIT

Bulletin 251/69
Market report on furniture. E.S.B. 46887/69/J.

Bulletin 253/69
Agency inquiry for electric irons, toasters and kettles. E.S.B. 52651/69/J.

LEBANON

Bulletin 252/69
Inquiry for cement block manufacturing machinery. E.S.B. 53086/69/J.

Bulletin 253/69
Agency inquiry for artificial leathers; rubberized cloth; pvc sheeting; zip fasteners. E.S.B. 53067/69/J.

MALAWI

Bulletin 249/69
Inquiry for shirts; polyurethane foam making machine; textiles. E.S.B. 52611/69/J.

Bulletin 252/69
1s. Inquiry for plastic ware. E.S.B. 52222/69/J.
Inquiry for hair beauty products and accessories. E.S.B. 52967/69/J.

Bulletin 254/69
3s. Inquiry for fish drying equipment, fish conveyors and pumping system. E.S.B. 53026/69/J.

MALAYSIA

Bulletin 249/69
Inquiry for orthophosphoric acid. E.S.B. 52485/69/J.
Agency inquiry for ceramic wall tiles and related building materials; chinaware; melamine wares; decorative wood materials. E.S.B. 51482/69/J.

MALTA

Bulletin 254/69
Inquiry for granite and marble processing machinery. E.S.B. 53224/69/J.

MUSCAT AND OMAN

Bulletin 250/69
Agency inquiry for detergents, washing soaps and powders. E.S.B. 52241/69/J.

NETHERLANDS

Bulletin 252/69
Inquiry for sub-contract machining. E.S.B. 36565/69/J.

Bulletin 253/69
Agency inquiry for fog lamps. E.S.B. 52642/69/J.

Bulletin 254/69
Inquiry for couplings; high pressure hose. E.S.B. 51492/69/J.

NEW ZEALAND

Bulletin 253/69
Agency inquiry for archery bows and arrows. E.S.B. 52668/69/J.

NORTH AMERICA

Bulletin 250/69
Store buyer visits. E.S.B. 4415/69/J.

NORWAY

Bulletin 249/69
Agency inquiry for machine tool accessories. E.S.B. 52214/69/J.

Bulletin 250/69
Inquiry for hosiery. E.S.B. 52740/69/J.

Bulletin 251/69
Inquiry for smoke detectors; temperature fluctuation detectors. E.S.B. 52117/69/J.
Agency inquiry for drills. E.S.B. 52262/69/J.

Bulletin 252/69
Inquiry for women's jersey outerwear. E.S.B. 43955/69/J.
Agency inquiry for women's clothing. E.S.B. 52926/69/J.
Agency inquiry for electric motors; timers. E.S.B. 52737/69/J.

Bulletin 254/69
Agency inquiry for chains; circular flanges. E.S.B. 52640/69/J.
Inquiry for mudguards for lorries and trailers; transistor-type lamps; tyre studs. E.S.B. 28134/68/J.

PAKISTAN

Bulletin 250/69
2s. Inquiry for ferro-chrome; ferro-silicon nickel; silicon-manganese. E.S.B. 23810/69/J.

Bulletin 252/69
Agency inquiry for agricultural tractors and implements; domestic electrical equipment; insecticides; pharmaceuticals. E.S.B. 46597/69/J.

PANAMA

Bulletin 249/69
Agency Legislation. E.S.B. 1209/69/J.

QATAR

Bulletin 252/69
Inquiry for bedding; bedsteads; briefcases; footballs; satchels; shoes; sportswear; suitcases. E.S.B. 53033/69/J.

RUMANIA

Bulletin 250/69
Re-organization of the Ministry of Foreign Trade. E.S.B. 51692/69/J.

Bulletin 251/69
Inquiry for plastics production machinery. E.S.B. 49931/69/J.

SIERRA LEONE

Bulletin 252/69
Agency inquiry for outboard motors. E.S.B. 6737/68/J.

SINGAPORE, REPUBLIC OF

Bulletin 249/69
Agency inquiry for jewellery; smokers' requisites. E.S.B. 52433/69/J.

Bulletin 254/69
Agency inquiry for bottled jams; canned fruit; educational games; toys; sugar confectionery. E.S.B. 52630/69/J.

SPAIN

Bulletin 252/69
Agency inquiry for tie materials. E.S.B. 53004/69/J.

SWEDEN

Bulletin 249/69
Agency inquiry for refrigeration truck and container receptacles; turbines. E.S.B. 51288/69/J.

Bulletin 254/69
Agency inquiry for accessories and components for air conditioning equipment; food processing plant; generators; heating and cooling plant; laboratory equipment; lifting and mechanical handling equipment. E.S.B. 52221/69/J.

SWITZERLAND

Bulletin 249/69
Inquiry for cocoa compound. E.S.B. 52229/69/J.
Agency inquiry for nylon thread; sutures. E.S.B. 52423/69/J.

Bulletin 250/69
Inquiry for tinned cake. E.S.B. 34048/68/J.

Bulletin 251/69
Agency inquiry for wallpapers. E.S.B. 15607/69/J.
Agency inquiry for drinks dispensers; sausage slicers; vegetable cutters. E.S.B. 52440/69/J.

(Continued on next page)

AGENCY INQUIRIES, *continued*

Bulletin 252/69
Agency inquiry for data loggers; scientific cameras; testing equipment. E.S.B. 35843/69/J.
Inquiry for locomotives; rail traffic control equipment. E.S.B. 52904/69/J.
Agency inquiry for women's knitted gloves. E.S.B. 11386/69/J.
Inquiry for yarn. E.S.B. 52986/69/J.
6s. Inquiry for steel. E.S.B. 19414/68/J.
Inquiry for office equipment; self-service shop equipment; shop display equipment. E.S.B. 53062/69/J.

Bulletin 253/69
Inquiry for halogen lamps. E.S.B. 52169/69/J.
Inquiry for cotton fabric. E.S.B. 29638/69/J.
Inquiry for camelhair material. E.S.B. 32743/69/J.

Bulletin 254/69
Agency inquiry for drilling machines; milling machines. E.S.B. 53046/69/J.

TANZANIA

Bulletin 253/69
Inquiry for chemicals. E.S.B. 53246/69/J.

TRINIDAD/TOBAGO

Bulletin 251/69
Inquiry for cosmetics and toiletries containers. E.S.B. 36547/69/J.

Bulletin 253/69
Inquiry for china; gift wares; glassware; housewares; toys. E.S.B. 53208/69/J.

TURKEY

Bulletin 252/69
Inquiry for steel sheet slitting line. E.S.B. 50153/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 252/69
Inquiry for presses. E.S.B. 53222/69/J.

UNITED STATES OF AMERICA

Bulletin 249/69
Inquiry for upsetter tool. E.S.B. 52682/69/J.
Inquiry for fabrics. E.S.B. 52467/69/J.
Inquiry for hexagon carbon steel bar. E.S.B. 693/69/J.
Inquiry for knitted jersey fabrics; plastic coated fabrics. E.S.B. 50167/69/J.

Bulletin 250/69
*Inquiry for purse frames; leather; leather goods and accessories. E.S.B. 52669/69/J.

Bulletin 251/69
Inquiry for motor-cycle petrol tanks; mudguards. E.S.B. 52684/69/J.
Inquiry for hospital supplies. E.S.B. 52717/69/J.
Inquiry for decorative and gift items; jewellery; men's and women's clothing. E.S.B. 53214/69/J.
Agency inquiry for knitwear; leather goods; outerwear; tie silks. E.S.B. 52718/69/J.
Inquiry for hosiery; leather belts; neckties. E.S.B. 52608/69/J.

Bulletin 252/69
2s. Inquiry for anchor shackles. E.S.B. 52784/69/J.
*2s. Manufacture under licence – gas burners; gas conversion units. E.S.B. 52605/69/J.
Inquiry for paper and fibreboard cores for paper rolls. E.S.B. 52999/69/J.

Bulletin 253/69
Inquiry for castings. E.S.B. 53261/69/J.

VARIOUS

Bulletin 254/69
Visits by British overseas commercial representatives. E.S.B. 28949/69/J.

WINDWARD ISLANDS

Bulletin 252/69
Agency inquiry for building materials; chairs; clothing; fishing tackle; foodstuffs; footwear; greeting cards; haberdashery; hardware; hosiery; household linen; oilcloth; piece-goods; umbrellas. E.S.B. 31415/69/J.

YUGOSLAVIA

Bulletin 252/69
Inquiry for nut, bolt and rivet manufacturing machinery. E.S.B. 53227/69/J.
Inquiry for knitting machines. E.S.B. 53231/69/J.

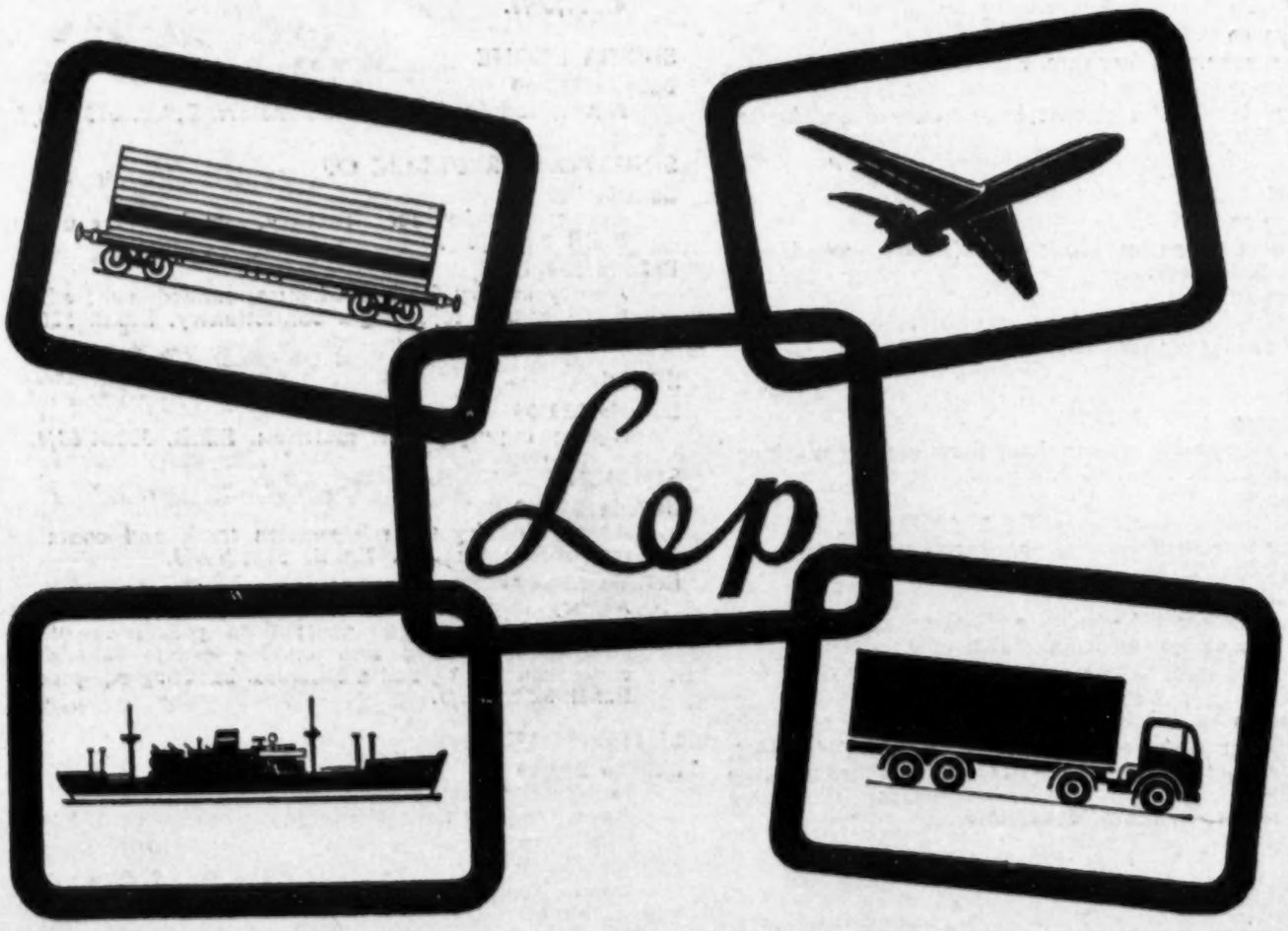
Bulletin 253/69
Agency inquiry for buckles; buttons. E.S.B. 8785/69/J.

ZAMBIA

Bulletin 249/69
Inquiry for domestic electrical appliances; furniture; plastic injection/blow moulding machines; plastic raw materials. E.S.B. 47917/68/J.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquiriers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.



All the way ...

The seventy offices and depots of the Lep Organisation in the United Kingdom work with more than 50 Lep overseas companies as well as with an extensive network of agents to provide a complete international transport service for the exporter. Whether your goods go by air, rail, road or sea, the Lep Organisation will take care of collection, documentation, insurance, packing, warehousing, despatch — in fact, the complete transport operation right through to delivery.

For full details of Lep Services, please contact:—

Lep Transport Ltd.
Head Office: Sunlight Wharf,
Upper Thames Street, London, E.C.4.
Telephone: 01-236 5050
Telex: Transport Ldn. 887282/3
or your local Lep Transport Office.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in October 1 issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Interest in effects equipment

MR. GEORGE CLOUSTON, managing director of Mellotronics Ltd., London, recently returned from a week's visit to Paris after holding a private exhibition of his company's latest product, the Programme Effects Generator. This equipment, developed by the BBC engineering and designs department, is a unique electronic method of injecting sound effects into motion pictures, television and radio programmes, and was acclaimed by some of the world's finest technicians when shown for the first time at Film '69 in London. Mr. Clouston reports 'exciting interest' in France, and the company plan to hold further exhibitions during 1970.

Mellotronics Ltd. also manufacture the famous Mellotron sound effects console and the Mellotron 300, a new concept in musical instruments.

Talking in Tel Aviv

MR. R. J. SWAN, research and technical director, and Mr. K. Riedl, export director, of Engis Ltd., Maidstone, Kent, were invited to attend the British Engineering and Scientific Exhibition in Tel Aviv recently to talk about the company's latest development—a composite material called 'Kemet' which has been hailed as an important breakthrough in the complex field of surface finishing.

The new material has important applications in medicine, as well as industry and research. It has already led to the successful replacement of arthritic diseased hip joints in the human body. 'Kemet' has also helped to advance the detection of cervix cancer by providing British medical scientists with a new technique in sharpening the microtome knives used to cut human tissue sections.

Successful lapping of a great range of industrial and research components has already been accomplished: atomic fuel rods, 'Perspex' contact lenses, stainless steel used in analytical examination of foodstuffs, and innumerable micro-electronic parts.

Mr. Swan and Mr. Riedl are both inveterate travellers, having this year visited a score of countries with which their company has trade and research links.

Tour of North America

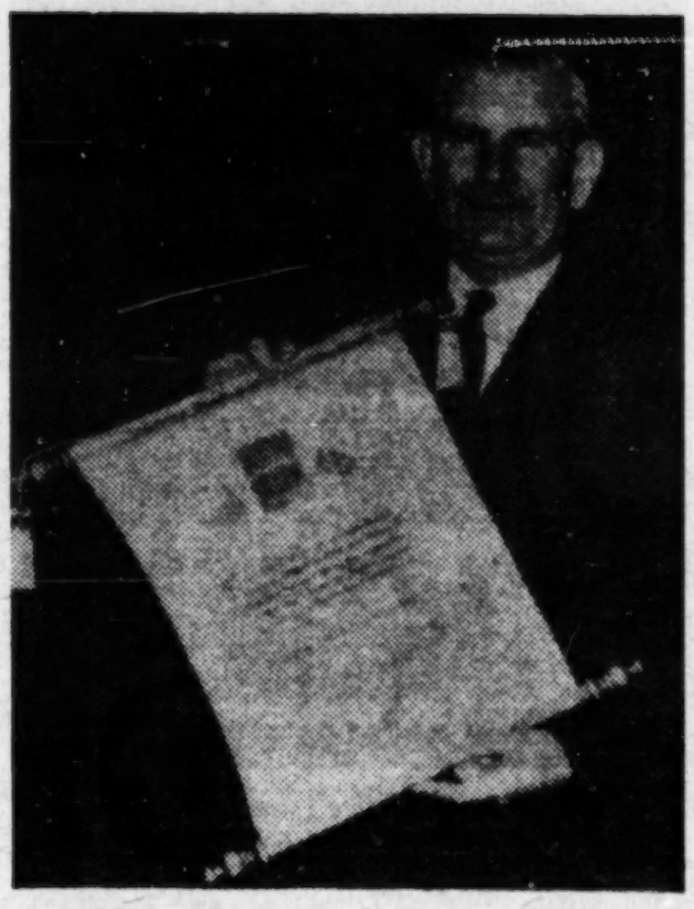
FOLLOWING a recent extensive tour by the company's sales director, Mr. W. T. Grant, export executive of Mawdsley's Ltd., electrical manufacturing engineers of Dursley, Glos., recently returned from a fortnight's tour of North America. He visited agents for both electrical rotating machines and electro-magnetic flowmeters and provided technical information on new products and applicational data, enabling them to market, distribute and service Mawdsley equipment more efficiently.

Mr. Grant's tour took him to agents' head offices and outer branch offices in Toronto, Montreal, Milwaukee, Vancouver, Calgary, Quebec and New York.

OUTWARD MISSIONS

Wool textile sales team for Middle East

FROM JANUARY 9 TO 14 a 12-man cloth-selling misson, sponsored by the National Wool Textile Export Corporation and the British National Export Council, is visiting Kuwait.



Mr. T. J. Corcoran, chief sales engineer o Kearney & Trecker's automatics division, recently returned from an extended sales tour of the North American continent with a presentation scroll given to him by Currier Machine Sales Inc., Kearney & Trecker's agents in the United States. The scroll congratulates Kearney & Trecker in winnng the Queen's Award to industry for their export achievement.

Before this, half the party will spend four days in Beirut seeing customers in the Lebanon.

This is the first time the Corporation has sponsored a mission to Middle Eastern markets which, collectively, account for between 5 per cent and 6 per cent of Britain's wool cloth exports. Total shipments to the area in 1969 amounted to around £4.5 million in value, an increase of over 10 per cent on 1968.

The mission is being led by Mr. Geoffrey Toothill, a director of Myers & Robinson (Fine Worsteds) Ltd., of Bingley, who has close personal knowledge of Middle Eastern markets. The deputy leader will be Mr. R. V. Nixon of B. V. Nixon & Co. Ltd., of Bradford, who is equally well acquainted with the area.

Fourth aerospace sales trip to the United States

BNEC's fourth electronics and aerospace sales mission to the United States leaves on February 22, bound for the network of aviation firms in the Los Angeles area.

This latest mission is one of the series of BNEC-supported business groups scheduled to visit California as part of the British trade drive. The aerospace mission will have the advantage of the new 75 per cent travel refund for trade groups visiting California for at least five working days.

About 20 companies are expected to be in the mission. Visits will be made to the main aircraft manufacturers, including Lockheed, Douglas, and Hughes Aircraft, and to the main sub-contractors as well as the 'second tier' of subcontractors. Some mission members may visit Seattle, also Lockheed's plant in Marietta, Georgia, where the giant C5A is under production and where the civil version, the L500 freighter, is soon to begin production.

The 11 members of the electronic mission which visited nearly 100 United States plants on the East Coast in November have expressed themselves well pleased with their trip. One firm – Lemco – secured orders likely to keep them occupied for three years. Another firm – Ferranti (Dundee) – reported the capture of two contracts, with strong prospects of more to follow.

INWARD MISSIONS

Visitors from Yugoslavia

FORTY-NINE REPRESENTATIVES of the Yugoslav hotel industry arrived in London on January 6 to begin a four-day visit which includes attendance at Hotelympia and visits to factories and showrooms of HOPBEG (British Hotel and Public Building Equipment Group) members. This inward mission has been arranged by HOPBEG with the aim of cornering part of the rapidly expanding equipment market in Yugoslavia, which in the past has been supplied almost entirely from Germany and Italy.

Last October Mr. Michael King, HOPBEG's executive director, and Mr. Geoffrey Carpenter, director of Allied English Potteries, spent 10 days in Yugoslavia, examining prospects for British hotel equipment.

A follow-up mission from Britain is planned, to spend three weeks in Yugoslavia next March and April, and proposals have been made for a hotel training programme, which would involve a British management team running a Yugoslav hotel with local staff.

Some idea of the magnitude of developments in Yugoslavia can be gained from the United Nations development plan for the southern Adriatic which allows for more than 250,000 hotel beds to be provided over the next 20 years. The HOPBEG inward mission includes more than 30 hotel directors, also architects, civil engineers, bankers and representatives of local and regional authorities.

Details of a control panel on a large slideway grinding machine are explained to Czechoslovakian engineers, members of a trade mission visiting the Sheffield machine tool firm of Snow & Co. Ltd. by the company's export sales manager, Mr. J. G. Neeson. Snow & Company Limited, whose grinding machines are exported to many overseas countries, have recently received visitors from several European and overseas countries including East Germany, Czechoslovakia and America.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Promptness earns repeat £600,000 order

A gas turbine package power plant left Clydebank recently for Nassau, only three and a half months after it was ordered and two weeks ahead of schedule. The Bahamas Electricity Corporation was so impressed with the performance that it placed a second order with John Brown Engineering (Clydebank) Ltd.

Each power plant is worth in excess of £600,000 and will produce jointly 28 MW of power and run continuously to supply base load.

JBE also announce a further order for three gas turbine package power plants, valued at £1 million, for the General Electric Company of America.

These new orders bring the total JBE order book for gas turbine units in three years to more than £28 million, and orders for 1970 already mean a 100 per cent increase in production on the current calendar year.

Another Polish contract

Another contract from Polish authorities for the supply of razor blade production equipment has been obtained by Wilkinson Sword Ltd., London. The new contract, worth £80,000, is for additional machinery required to increase current output of blades in Poland.

The original contract, signed in 1967 and worth more than £350,000, was for setting up a factory in Lodz for the manufacture of stainless steel blades for the domestic Polish market.

Impressive overseas sales

Morganite Resistors Ltd., Jarrow, Co. Durham, report export sales of well over £1 million during the first three-quarters of 1969 – 87 per cent up on 1968. Total sales are 42 per cent up.

Production of one new product line has increased by over 300 per cent in two years, while over 80 per cent of carbon composition resistors for radio and television are now exported.

Large order from the United States

Steatite and Porcelain Products Ltd., Stourport, Worcs., part of the electronics division of the Morgan Group, have received orders from the United States for 65 million ceramic packages. These packages (or 'envelopes' as they are sometimes called in the United Kingdom) are used to encapsulate and protect microcircuits for computers, telecommunication equipment and other sophisticated electronic applications.

Deliveries are now running at several thousand pounds (sterling) per week and will be increased this year.

Computer for Toronto

With the prospect of another record shipping season this year, the Toronto Harbour Commissioners plan to replace the punched card data processing system that has controlled port shipping for a number of years with a new Honeywell computer, a Series 200 model 110 worth £153,000 to be delivered in February. The central processor and some peripheral equipment will come from Honeywell's plant at Newhouse, Lanarkshire.

Attention to service

A telephone call to Jaycee of Brighton from Mr. A. E. Dearson, sales director, in Washington, DC, brought off a new export order. On his recent sales tour through 14 cities in North America and Canada, Mr. Dearson was asked by one leading store if his company could supply models to given specifications with only photographs of the originals to work from. Jaycee's design group were alerted and the photographs sent. When the American customers arrived at the company's showrooms in Brighton just 12 days later the prototypes were ready for inspection. The customers were so impressed that an initial order for 350 pieces was placed.

Attention to service such as this has doubled Jaycee's dollar business in less than 12 months.

The cargo liner Jason *of Blue Funnel Line, a member of The Ocean Steam Ship Group, is shipping a giant 62-ton radiant section cylinder for the Royal Dutch Shell Group's refinery at Paula Bukom, near Singapore. It was built to the order of Alcorn Combustion, London, on behalf of Bataafse International Petroleum Mij, The Hague, a member of the Royal Dutch Shell Group.*

Finnish orders for stabilization systems

Oy Wartsila of Helsinki has placed an order (announce the Sperry Gyroscope Division of Bracknell, Berks.) for three more 'Gyrofin' ship stabilization systems, making a total order of six systems valued at £500,000. This latest order, valued at rather more than £250,000, follows the shipyard's good reception of their first 'Gyrofin' system (for a Royal Caribbean Cruise Line vessel) and covers the requirements of three 20,000-ton cruise liners.

£10,000 order from United States

A. & M. Fell (Manufacturing) Ltd., Newhaven, have received a £10,000 order from Kulicke & Soffa (Pacific) Inc. for resistivity probe heads and mounting bases. The equipment has been ordered by a number of semiconductor manufacturers on the west coast of the United States. Combined with previous orders already announced last year's total export value of resistivity equipment to the United States totals some £40,000.

Orders for communications equipment

The Telephone Manufacturing Co. Ltd. (a member of the Pye of Cambridge Group), West Dulwich, has received a £10,000 order from Euskalduna Construction, Bilbao, Spain, for the supply of communications equipment – about 200 telephone instruments – for 15 merchant ships being built in Spain. This order was won in the face of fierce competition.

Another recent order has been received from the Irish Department of Post and Telegraph, Dublin, for subscriber and linesmen's telephones. Valued at £20,000, delivery of this equipment will begin shortly.

£22,000 switchboard equipment order

Automatic, push-button switchboard equipment worth £22,000, which will form the electrical nerve centre of a new roll-on, roll-off cargo, passenger and vehicle ferry operating in New Zealand, is being built and supplied by Aish and Co. Ltd., the electrical equipment engineers and manufacturers of Poole, Dorset. This is one of many contracts for sophisticated switchboard and electrical control equipment now being widely exported by the company, particularly for marine applications.

£7 million sales for compass system

A first compass systems order, valued at £112,000, has been received by the Sperry Gyroscope Division of Bracknell, Berks., from Westland Helicopters Ltd., in respect of the Anglo-French Westland WG13 helicopter programme. The order, which embraces only the development batch of WG13s, covers two versions of the British-built CL11 compass system for which sales now stand at £7 million, a third of them export.

Rumanian plant contract

Coppas International (UK) Ltd., Mitcham, Surrey, have signed a contract to commission a vinyl chloride plant in Rumania. Coppas will be providing a complete team of operators to bring the plant on stream to meet the client's requirements and will also be responsible for training local employees. This contract was won against keen international competition.

Coppas are also engaged in the commissioning of fertilizer plants in Eastern Europe, North Africa and the Middle East, again with responsibilities for training local personnel to take over these complex plants.

The British-based and owned company is now rivalling the long-established American organizations in providing technical service to the oil, petro-chemical, chemical, food, pulp and paper, and other process industries.

£2 million Saudi Arabian order

Against stiff international competition, James Kilpatrick & Son Ltd., the Scottish-based electrical engineering contractors, have won a £2 million contract from Saudi Arabia. The contract is for the complete electric work on a new military base which is to be built. It was gained from a leading construction company in the Federal Republic of Germany, the main contractors for the project.

Annual rate of over £2 million

In a recent four-week period, from October 12, 100 heavy-duty trucks valued at around £500,000 were ordered from ERF Ltd., commercial vehicle manufacturers of Sandbach, Cheshire. The trucks ordered comprise the largest number ever received by the company for export in a single four-week period.

Some 300 vehicles, valued at £1.4 million, have been ordered in the eight periods beginning April 1, 1969 (i.e., an annual rate of over £2 million).

An interesting point to note about the 100 vehicles ordered in the most recent period is that over 80 per cent were from West Africa and the Caribbean – both fast-expanding markets for the ERF vehicles specially designed for operation in such areas.

Conveyor system for Rumania

An order worth over £50,000, for an overhead conveyor system for Rumania, has been won by Geo. W. King Ltd., a TI company, of Stevenage, Herts. The system has been ordered by Rustyfa Ltd. for installation in the Danubiana tyre factory, and it will be designed for extension as the factory expands.

£750,000 contracts from New Zealand

GEC-AEI Telecommunications Ltd. have been awarded contracts worth over £750,000 by the New Zealand Post Office for the supply of telephone exchange switching equipment. The contracts cover automatic equipment for two new exchanges and extensions to 11 existing exchanges. The equipment will be manufactured in GEC/AEI factories in Coventry and in the development regions in the North-East and Scotland.

£400,000 furnishing contract completed

Glenhill Furnishing Ltd., interior design and contract furnishing company of the Hounslow-based JE Lesser Group, have completed what is claimed to be the largest export furnishing contract ever awarded to a British company. Worth £400,000, it called for the supply and installation of most of the furniture and equipment for the construction and final occupation of two large self-contained residential complexes for the Royal Saudi Arabian Air Force.

The contract was awarded to a joint venture of John Laing Construction, George Wimpey and Company and Abdulla Alireza of Saudi Arabia, who together carried out the £11 million construction for the complexes.

All-time records

Both overall and export order intakes for 1969 by Laurence, Scott & Electromotors Ltd., the Norwich and Manchester manufacturing electrical engineers, constitute all-time records for a single year. Export orders for October and November 1969 totalled over £1.3 million, including motors and control gear for power stations in South Africa and New Zealand, marine electrical equipment for the Federal Republic of Germany and Poland, and special electrical drives for the United States.

Orders for refuse disposal plant

Further orders for municipal refuse disposal plant are announced by Tollemache Composting Systems Ltd., a member of the Newell Dunford Engineering Ltd. group.

An order for the design and installation of the Montville refuse pulverizing and composting plant has been obtained against all French and other continental competition—the first complete installation to be erected for a municipality in France entirely to the company's own design.

Repeat orders have been received from Traitement Industrial des Residus Urbaines of France and from the Heil Company of Milwaukee in the United States.

Dane floor flown to Malta

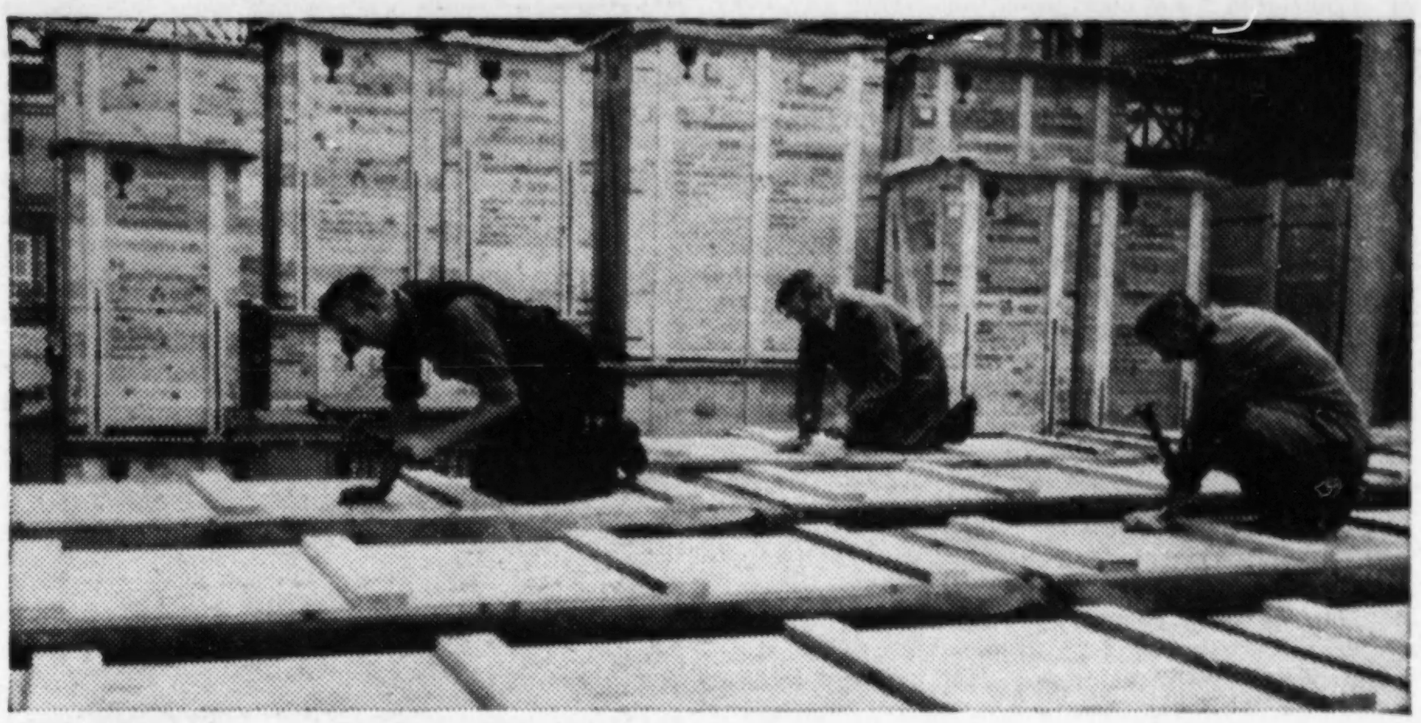
A portable dance floor from the Hull flooring firm of J. A. Hewetson & Co. Ltd. was flown out to Malta recently so that it could be used for Christmas festivities at the Corinthia Palace Hotel, San Anton. The floor measures 30ft. x 18ft.

Orders for these packaway dance floors have come from all over the world in recent weeks. One order came from the Esso Motor Hotel, Eiganeiveien, Stavanger, Norway, another from Atlantic Fruits (London) Ltd. for Las Palmas in the Canary Islands, and a third from the Singapore Cricket Club. Several of these floors have been sent previously to other hotels in Malta.

Packaway dance floors enable a room to be used for a dual purpose, such as dining and dancing. Compact, easily handled and assembled, they are ideal for hotels, restaurants, clubs and large private residences.

Work for Scottish plant

Honeywell in Canada has been awarded initial contracts worth £100,000 to supply automation equipment to Gulf Oil of Canada for installation in a new refinery at Point Tupper, Nova Scotia (main contractors: Ralph M. Parsons & Co. Ltd.). Computer-compatible instruments, forming the bulk of the equipment, will be supplied from Honeywell's manufacturing plant at Uddingston, Scotland, together with field-mounted equipment and boiler controls.



A consignment of Westinghouse rectifier equipment being packed for export to Russia. The equipment consists of plating machinery for use in the new automobile factories now being constructed in the USSR at Togliatti and Lichikov. The total value of the order is approximately £500,000.

Order from new agents

William R. Selwood Ltd., Chandler's Ford, Hants., manufacturers of Simplite and Spate diaphragm and induced flow pumps, recently appointed a number of new agents, including McDaniel & Wingood in Bermuda, Ahmed Bin Ali Algaseer in Bahrein, Wilson Supplies International (UK) Ltd. in Libya, Ecomar in Angola, and Arab Construction Co. in Jordan. The last-named company have already placed an order for pumps on behalf of The Royal Engineering Corps of Jordan.

£1.5 million vehicles for Iran

Following closely on British Leyland's £7.5 million contract from South Africa, British Leyland have received contracts from Iran worth £1.5 million for the supply of nearly 600 commercial vehicles, many of them specialized machines.

British Leyland already operates a large commercial vehicle factory in Iran and a new engine factory is currently under construction.

Firefighting/rescue unit for Bahrein

Bahrain's first Simon Snorkel firefighting and rescue unit, with a working height of 85 ft., was recently supplied to the municipality of Manama, Bahrain. The £24,000 unit was manufactured by Simon Engineering Dudley Ltd., Worcs.

Incorporated on the basic Snorkel unit between the turntable and the cage is an Easco intercommunication system, a Siebe-Gorman breathing air system (with mask communication in the cage) and an electrical power line.

The unit is mounted on an ERF chassis powered by a Rolls-Royce B81 Mark 70 (235 bhp) petrol engine and incorporates a power take-off unit to drive the Snorkel hydraulic system.

Heat exchangers for refinery

The heat exchanger division of Whessoe Ltd. have secured a contract from Frankfurt, Federal Republic of Germany, to supply 30 items of heat exchangers to be installed at the Aruba (Netherland Antilles) Refinery complex of the Lago Oil and Transport Company. This contract, won against fierce competition from Italian and German suppliers, is valued at approximately £300,000.

East European sales trebled

GEC-Elliott Automation systems and product companies have more than trebled their business with Eastern Europe during the past 12 months. Since the group was formed in December 1968 orders for industrial plant systems, on-line computers, process instrumentation, control valves and scientific instruments totalling more than £7 million have been placed for the Soviet Union, Bulgaria, Czechoslovakia, Hungary, Poland, Rumania and Yugoslavia.

More bus chassis for Hong Kong

Orders for 30 Guy Arab Mk. V front-engined, double-deck bus chassis have been placed with Guy Motors Ltd., Wolverhampton, by the China Motor Bus Co. Ltd., Hong Kong. These will bring the number of Guy buses delivered to Hong Kong island's major transport undertaking to a total of 520. (Guy Motors have been supplying this operator with an average of 30 bus chassis per year for the past 16 years.)

£1,225,000 orders for buses

British Leyland Truck and Bus Division received export orders worth over £10.5 million in the first half of December last. Then two new contracts worth £1,225,000 were received for the supply of 315 double- and single-deck buses.

Largest of the orders was from the Kowloon Motor Bus Co. Ltd., who ordered 235 CVG double-deckers and 50 Viking single-deckers. When the order is completed there will be more than 1,100 British Leyland buses in service in Kowloon.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30, Monday to Fridays. (Tel. 01-248 5757, Ext. 368, or Telex No. 886143.)

Antennas for USAF

Chelton (Electrostatics) Ltd., Marlow, Bucks., announce they are supplying their Series 15 sense antennas for fitment to McDonnell-Douglas F4 Phantom aircraft. The company state that a Series 15 array was test-flown at speeds up to MACH 2.4 (nearly 2½ times the speed of sound), where its low drag, high strength/weight ratio and excellent signal sensitivity persuaded the authorities in its favour.

It is claimed that this is the first time American-built and operated military aircraft have been fitted with British antennas.

Orders for harvesters

Root Harvesters Ltd., the Peterborough agricultural machinery firm, expect sales resulting directly from the Smithfield Show to total more than £100,000. Orders placed at the show included the first export order for the company's new electronic potato harvester, which incorporates an X-ray/electronic system for sorting potatoes from soil and stones. The machine will be shipped to Eire in the New Year. The company also received its first order from Czechoslovakia for a vegetable harvester, a Super Junior.

Computer network for East Germany

A network of three British-built ARCH computers – claimed to be the most powerful industrial on-line computer control system in Europe – has been successfully commissioned by AEI-Elliott Process Automation Ltd. (part of GEC-Elliott Automation) at the Schwedt petrochemical complex in East Germany.

Two new orders from Vickers-Zimmer for Schwedt and a new plant at Premnitz, near Berlin, bring the total value of these computer control systems to more than £1 million.

£25,000 machine tool for Jamaica

The first Giddings & Lewis-Fraser machine tool to be sold to the West Indies has been ordered by Alcoa Minerals of Jamaica Inc. for delivery to their Kingston plant in June. The machine, a DP5 horizontal boring, drilling and milling machine costing £25,000, incorporates an airlift rotary table and a continuous feed facing head.

Boat-building workshop for Uganda

Hillspan of Southampton – Hill Construction Company (Engineers) Ltd. – have been awarded a contract worth nearly £11,000 for a boat-building workshop to be erected in Uganda. The contract for the steel-framed building with aluminium cladding was secured through the Crown Agents for Overseas Governments and Administrations acting for and on behalf of the Government of Uganda.

The fabrication sections will be shipped to Mombasa and erected at Entebbe on the shore of Lake Victoria. The building will be used by the Fisheries Training Institute to teach practical boat building.

Control valves for Chilean paper mill

Control valves worth £30,000 have been ordered from Sereck Glocon, Gloucester, for the multi-million-pound pulp mill to be built at Arauco, Chile, by Parsons & Whittemore Lyddon Ltd. The equipment, including ball and butterfly valves from 2 to 18 inches, will handle various bleach chemicals and pulp fibre in water suspension up to 3½ per cent.

The new mill, the biggest in Chile, will produce 350 tons of pulp a day.

7,000th order for Decca

The Decca D202 recently made radar history with its 7,000th order. It is thought that no other commercial marine radar has sold in larger numbers. Now entering its seventh year of production, the D202 was the world's first transistorized marine radar; it introduced Decca's most successful Transar series.

The 'workhorse' of the radar world, the D202 has been fitted in coasters, fishing vessels, minor warships, tugs, lifeboats, yachts and hovercraft (in which rugged environment it has become virtually standard equipment). It has seen, and will continue to see, service from the tropics to the Arctic.

The 7,000th order – over 6,000 have been for export – was received from UBEM SA of Antwerp for newbuilding 849. The D202 will be the second radar of this vessel, which will also have a Decca AC 626 anti-collision set.

A British designed and built electrically powered invalid chair has been so well received in Japan that it has been shown on Japanese television and described as superior to any other. Following prolonged acceptance tests in Japan, carried out with a single model imported last year, an additional order for three more of the chairs has been placed with the manufacturers, A.C. Cars Ltd., by Japan Sun Industries of Oita. Known as the Epic, it is identical to those supplied by the company to the Ministry of Health. One of its unique features is a patented front-wheel drive which enables it to turn within a 40-in. space.

£300,000 contract in Dublin

All the factory walls and roofing for a 1,300-ft.-long tyre factory at Ballyfermot, Dublin, have been put up at site in record time by engineers of H. H. Robertson (Ireland) Ltd., Dublin, under a contract worth over £300,000. Materials were supplied by the Robertson plant at Ellesmere Port, Cheshire.

The factory is for Semperit (Austria) Ltd. and is on a 15-acre site. It has a ground floor area of some 300,000 sq. ft., has cost £2 million to build and will go into production next June.

£50,000 'Christmas box' from Russia

Mr. Donald Edwards, marine sales manager, returned to Pains-Wessex Ltd. at Salisbury with a £50,000 Christmas order from Russia.

Following a telegram inquiry, he flew to Moscow where he clinched the order for 'Manoverboard' Series II combined smoke and light lifebuoy markers—the second order Pains-Wessex have received from Russia for these markers in the past nine months.

Cash dispensers selling well

The latest order for £60,000 worth of Chubb cash dispensers for a further two Brazilian banks and an order for 10 on their way to Italian banks marks up 420 machines operational or in transit throughout the world.

The machine is already in operation in Australia, Belgium, Canada, France, Holland, Italy, Portugal, South Africa and the Republic of Ireland, in addition to the United Kingdom.

In the United States, the Bank of America, the First National City Bank and the Franklin National Bank have installed Chubb cash dispensers.

The capacity of the machines has now been doubled, and an even larger capacity machine is at present completing user trials.

Repeat order from Greece

Shelley Furnaces Ltd., Trentham, Stoke-on-Trent, have received a repeat order for two sanitaryware kilns within a fortnight of successfully commissioning two kilns at the works of Kerafina Vioktimatiki, SA, in Corinth, Greece.

Shelley sanitaryware kilns are in use in all five continents, and other orders are in hand for Greece, New Zealand and the Far East.

Valves for Iran pipeline

Elliott and Garrood Ltd., valve specialists of Beccles, Suffolk, have supplied valves worth £1,000 to Aiton & Co. Ltd. of Derby for use on an evaporator which Aiton are supplying to William Boby & Co. (the main water treatment plant contractors) through International Management & Engineering Group Ltd., for use in Iran on the natural gas pipeline being installed between Iran and the Soviet Union. The evaporator, of the submerged tube variety, will produce 140,000 galls. of fresh water daily.

Scarf offer in Sweden

A long tartan scarf in Robertson red, all wool and made in Scotland, is being offered in Sweden by James Robertson & Sons, claimed to be the largest jam and marmalade manufacturers in Britain. The scarf is available for the equivalent of 22s. 6d., plus three labels.

Sales of Robertson products, particularly marmalades, have been increasing in Sweden over the past two years, and it is now one of the company's fastest growing markets.

Battery-making machinery for America

Chloride Overseas Ltd. – a member of the Chloride Group, which holds the Queen's Award to Industry for export achievement – recently completed their first order for battery-making machinery for America – two grid-casting machines with spares and four grid moulds, worth some £15,500, ordered by Globe Union Inc. of Milwaukee for evaluation under production conditions in America.

Power plant for gold mine

Mirrlees Blackstone Ltd., Stockport (Cheshire), a Hawker Siddeley Diesels company, have received a repeat order to supply over £130,000 worth of equipment to Peko Mines NL, a subsidiary of Australia's largest gold producer, Peko Wallsend Ltd. The equipment, two 2,200 kW diesel generating sets, will provide additional power for the Warrego gold and copper mine, situated nearly 600 miles south of Darwin in the Northern Territory. Two similar Mirrlees sets have been operating at Warrego for about a year, and this latest equipment will double the output of the mine's power station to 8.8 MW.

Ballscrews for Japanese aircraft

Rotax Precision Products, Hemel Hempstead, Herts., have been awarded a £16,000 contract to supply ballscrews for the wing flap actuators for the XC-1 Japanese military aircraft.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Readers are reminded that details of the levies, premiums, supplementary amounts, refunds and restitutions applicable to the various market organizations in the agricultural sector which are published periodically, and of the various Regulations relating to the sale by auction of products held by the intervention organizations of the Member States, may also be obtained from the Export Services Branch at the above address.

GENERAL

Regulation (CEE) No. 2463/69 extends the term of validity for import, export and prefixation certificates, throughout the community, affecting products covered by the following basic **Regulations (CEE) Nos. 136/66** (fats), **120/67** (cereals), **121/67** (pigmeat), **359/67** (rice), **1009/67** (sugar), **804/68** (milk and milk products) and **805/68** (cattlemeat) (*Journal Officiel* No. L312 dated December 12, 1969).

Regulation (CEE) No. 2464/69 relates to measures to be taken in the agricultural sector following the revaluation of the Deutsche mark (*Journal Officiel* No. L312 dated December 12, 1969).

PIGMEAT

Regulation (CEE) No. 2496/69 relates to the partial suspension of certain levies fixed in the pigmeat sector (*Journal Officiel* No. L313 dated December 13, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2482/69 modifies **Regulation (CEE) No. 1285/69** relating to regular auctions for powdered skimmed milk, intended for processing into swine or poultry fodder (*Journal Officiel* No. L312 dated December 12, 1969).

Regulation (CEE) No. 2510/69 modifies **Regulations (CEE) Nos. 1489/69** and **1659/69** relating to the sale of butter from public stock for processing (*Journal Officiel* No. L316 dated November 17, 1969).

Regulation (CEE) No. 2550/69 modifies **Regulation (CEE) No. 2195/69** in so far as it concerns certain time allowances specified for the granting of premiums for the slaughter of cows (*Journal Officiel* No. L320 dated December 20, 1969). An announcement about **Regulation (CEE) No. 2195/69** was published in the *Board of Trade Journal* dated November 19, 1969.

Regulation (CEE) No. 2567/69 further modifies **Regulation (CEE) No. 1106/68** relating to the methods for granting subsidies for powdered skimmed milk intended for animal foodstuffs and skimmed milk processed into animal feedstuffs (*Journal Officiel* No. L321 dated December 23, 1969).

Regulation (CEE) No. 2569/69 modifies **Regulation (CEE) No. 1390/69** relating to providing butter, at a reduced price, to certain community processing enterprises (*Journal Officiel* No. L321 dated December 23, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2478/69 modifies **Regulation (CEE) No. 911/68** in so far as it concerns the payment of the subsidy for oil seeds (*Journal Officiel* No. L312 dated December 12, 1969).

CEREALS

Decision No. 69/459/CEE authorizes the Netherlands to allow until January 31, 1970, the marketing of a variety of winter corn seeds subject to less stringent requirements (*Journal Officiel* No. L314 dated December 15, 1969).

Regulation (CEE) No. 2568/69 modifies **Regulation (CEE) No. 1803/69** concerning the special provisions for the denaturation of soft wheat from the 1969 harvest (*Journal Officiel* No. L321 dated December 23, 1969).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2572/69 repeals **Regulation (CEE) No. 2185/69** and Article 5 of **Regulation (CEE) No. 1666/69** concerning the verification of prices for calves and adult bovine animals in the community (*Journal Officiel* No. L321 dated December 23, 1969).

LIVE PLANTS AND PRODUCTS OF THE FLOWER GROWING INDUSTRY

Regulation (CEE) No. 2566/69 fixes for the 1970/1971 Marketing Year, the minimum price for the export of certain flower corms, bulbs and tubers to third countries (*Journal Officiel* No. L321 dated December 23, 1969).

SUGAR

Regulation (CEE) No. 2444/69 relates to the modification of the time allowed for presenting tenders specified by **Regulation (CEE) No. 1965/69** concerning regular auctions for the export of white sugar (*Journal Officiel* No. L310 dated December 11, 1969).

Regulation (CEE) No. 2486/69 modifies **Regulation (CEE) No. 765/68** in so far as it concerns the tariff headings of certain sugar products used in the chemical industry (*Journal Officiel* No. L314 dated December 15, 1969).

Regulation (CEE) No. 2487/69 modifies **Regulation (CEE) No. 447/68** establishing the general rules for intervention by purchase in the sugar sector (*Journal Officiel* No. L314 dated December 15, 1969).

Regulation (CEE) No. 2488/69 modifies Article 5 of **Regulation (CEE) No. 766/68** establishing the general rules concerning the

(*Continued on next page*)

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EUROPEAN COMMUNITIES, *continued*

granting of export refunds for sugar (*Journal Officiel* No. L314 dated December 15, 1969).

Regulation (CEE) No. 2497/69 relates to the rebates and reductions applicable to the prices for sugar beet (*Journal Officiel* No. L316 dated December 17, 1969).

Decision No. 69/460/CEE relates to fixing the maximum amount of the refund for the eighth partial auction of white sugar effected under **Regulation (CEE) No. 1965/69** (*Journal Officiel* No. L316 dated December 17, 1969).

Decision No. 69/461/CEE relates to the indemnification of stocks of sugar affected by the drop in intervention prices following the revaluation of the Deutsche marks (*Journal Officiel* No. L137 dated December 18, 1969).

Regulation (CEE) No. 2562/69 fixes for the 1969/1970 Sugar Marketing Year, the provisional amount of the production quota (*Journal Officiel* No. L321 dated December 23, 1969).

Regulation (CEE) No. 2563/69 fixes the final amount of the production quota for the 1968/1969 Sugar Marketing Year (*Journal Officiel* No. L321 dated December 23, 1969).

Regulation (CEE) No. 2564/69 completes **Regulation (CEE) No. 1669/69** relating to certain measures to be taken in the sugar sector following the devaluation of the French Franc (*Journal Officiel* No. L321 dated December 23, 1969).

Regulation (CEE) No. 2565/69 completes **Regulation (CEE) No. 774/68** establishing the methods of application for a system for compensation of storage charges in the sugar sector (*Journal Officiel* No. L321 dated December 21, 1969).

Regulation (CEE) No. 2571/69 relating to the reductions applicable in Italy, to the price of sugar beet (*Journal Officiel* No. L321 dated December 21, 1969).

Regulation (CEE) No. 2573/69 fixes the basic amount of the export refund for syrups and certain other products of the sugar sector, exported in a natural state (*Journal Officiel* No. L321 dated December 21, 1969).

FRUIT AND VEGETABLES

Regulation (CEE) No. 2483/69 sets up a compensatory import duty for sweet oranges coming from Greece (*Journal Officiel* No. L312 dated December 12, 1969).

Regulation (CEE) No. 2511/69 sets up special measures to improve production and marketing in the community citrus fruits sector (*Journal Officiel* No. L318 dated December 18, 1969).

Regulation (CEE) No. 2512/69 modifies Article 11, para 2, of **Regulation No. 23** establishing a gradual common organization of the markets in the fruit and vegetables sector (*Journal Officiel* No. L318 dated December 18, 1969).

Regulation (CEE) No. 2513/69 relates to the co-ordination and standardization of the rules for the import of fruit and vegetables applied by each member state with regard to third countries (*Journal Officiel* No. L318 dated December 18, 1969).

Regulation (CEE) No. 2514/69 defines the conditions for applying safeguard measures in the fruit and vegetables sector (*Journal Officiel* No. L318 dated December 18, 1969).

Regulation (CEE) No. 2515/69 modifies **Regulation (CEE) No. 159/66** making complementary provisions for a common organization of the markets for fruit and vegetables (*Journal Officiel* No. L318 dated December 18, 1969).

Regulation (CEE) No. 2516/69 modifies **Regulation (CEE) No. 158/66** concerning the application of quality standards to fruit and vegetables marketed within the community (*Journal Officiel* No. L318 dated December 18, 1969).

Regulation (CEE) No. 2517/69 defines certain measures concerning the improvement of community fruit production (*Journal Officiel* No. L318 dated December 18, 1969).

Regulation (CEE) No. 2518/69 establishes in the fruit and vegetables sector, the general rules relative to granting export refunds and the criteria for fixing their amount (*Journal Officiel* No. L318 dated December 18, 1969).

Regulation (CEE) No. 2526/69 modifies the compensatory import duty for mandarins, satsumas, clementines, tangerines and other similar citrus hybrids coming from Algeria (*Journal Officiel* No. L317 dated December 18, 1969).

Regulation (CEE) No. 2527/69 modifies the compensatory import duty for sweet oranges coming from Greece (*Journal Officiel* No. L317 dated Decmber 18, 1969).

PROCESSED AGRICULTURAL PRODUCTS

Regulation (CEE) No. 2520/69 modifies **Regulation (CEE) No. 1059/69** determining the exchange rules applicable to certain goods resulting from the processing of agricultural products (*Journal Officiel* No. L317 dated December 18, 1969).

Common Customs Tariff

The *Board of Trade Journal* dated September 6, 1968 (page 678-679) contains a notice about the Common Customs Tariff of the European Communities which came into effect on July 1, 1968, and was published as **Regulation (CEE) No. 950/68** in the *Journal Officiel des Communautés Européennes* No. L172 dated July 22, 1968. The *Journal Officiel* No. L311 dated December 11, 1969, contains the text of **Regulation (CEE) No. 2451/69** modifying **Regulation (CEE) No. 950/68** and setting out the rates of duty applicable to imports from third countries with effect from January 1, 1970.

The *Journal Officiel* No. L320 dated December 20, 1969 contains the text of **Regulation (CEE) No. 2552/69** which determines the conditions for the admission of Bourbon whisky under Common Customs Tariff No. 22.09C.

The French texts of these Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Tariff quotas in the EEC

The *Board of Trade Journal* dated January 31, 1969 (page 308) contained an announcement about **Regulation (CEE) No. 88/69** setting up a community tariff quota at a 'NIL' rate of duty for tunny fish, fresh, frozen or chilled, whole, headed or in pieces, intended for preservation (Common customs tariff No. ex 03.01 B I b) for the period January 1 to December 31, 1969. The volume of this quota was increased from 30,000 tonnes to 50,000 tonnes by **Regulation (CEE) No. 1196/69** details of which were published in the *Board of Trade Journal* dated July 23, 1969 (page 250).

The *Journal Officiel des Communautés Européennes* No.. L312 dated December 12, 1969, contains the text of **Regulation (CEE) No. 2461/69** increasing this quota to 60,500 tonnes. The quota has also been reallocated on the following basis:

France	2,180 tonnes
Italy	52,000 tonnes
Belgo-Luxembourg Economic Union	270 tonnes

The remaining 6,050 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation. Details of the methods of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

The *Board of Trade Journal* dated January 31, 1969 also contained an announcement about **Regulation (CEE) No. 89/69** setting up a community tariff quota for cod (common customs tariff No. 03.02 A I b) whole, headed or in pieces, salted, brined or dried at a 'NIL' rate of duty, for the period January 1, 1969 to December 31, 1969.

The *Journal Officiel des Communautés Européennes* No. L312 dated December 12, 1969 contains the text of **Regulation (CEE) No. 2462/69** increasing this quota to 39,500 tonnes. The quota has also been reallocated on the following basis:

Germany	825 tonnes
France	155 tonnes
Italy	31,350 tonnes
Netherlands	310 tonnes
Belgo-Luxembourg Economic Union	3,410 tonnes

The remaining 3,450 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation. Details of the method of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

The *Board of Trade Journals* dated January 1, 1969 (page 110) and July 23, 1969 (page 250) contained announcements about **Regulation (CEE) 2119/68** setting up a community tariff quota for 20,800 tonnes of unwrought aluminium at a 'NIL' rate of duty for the year 1969. The *Journal Officiel des Communautés Européennes* No. L320 dated December 20, 1969 contains the text of **Regulation (CEE) No. 2541/69** increasing the volume of this quota from 20,800 tonnes to 22,550 tonnes. The additional 1,750 tonnes has been subdivided into two parts; the first, of 250 tonnes of unwrought magnesium containing by weight more than 99.8 per cent of pure magnesium, has been allocated on the following basis:

Germany	180 tonnes
France	2 tonnes
Italy	0.5 tonnes
Netherlands	10 tonnes
Belgo-Luxembourg Economic Union	57.5 tonnes

The second part of 1,500 tonnes of unwrought aluminium containing by weight 99.8 per cent or less of pure magnesium will be added to the reserve of 1,780 tonnes, making a total reserve of 3,280 tonnes.

Details of the method of allocation and conditions attached to the whole quota, together with the French texts of all the Regulations referred to above may be obtained on application to the Export Services Branch, Board of Trade. Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

IRISH REPUBLIC

Importation of animals

THE MINISTER of Agriculture and Fisheries in the Irish Republic has made two orders Importation of Dogs and Cats (Amendment) Order 1969; Rabies (Importation and Landing of Animals) Order 1969 under the Diseases of Animals Act 1966.

The Importation of Dogs and Cats Order 1969 extends with immediate effect the minimum period of quarantine in approved premises which imported canine and feline animals are required to undergo from six months to eight months.

The Rabies (Importation and Landing of Animals) Order 1969 prohibits with effect on and from December 15, 1969, the importation or landing except under licence, of a wide range of exotic species of animals susceptible to rabies. Licences under the Order will not be granted except in the case of animals intended for purposes of exhibition or research in establishments approved by the Minister of Agriculture and Fisheries.

The Order will not apply to animals imported direct from Northern Ireland.

Copies of the Orders may be obtained from the Secretary, Department of Agriculture and Fisheries (Animals Health Division), 121 Lower Baggot Street, Dublin 2.

FEDERAL REPUBLIC OF GERMANY

Displaying of prices

IN THE *Board of Trade Journal* of December 3, 1969 (page 1548) it was announced that a new law was to come into force in the Federal Republic of Germany on January 1, 1970 which would require prices to be clearly displayed. In certain cases price markings will be compulsory.

Further details of this and an English translation are now available.

The regulation, known as the Price Marking Order (Preisauszeichnungsverordnung) has been introduced under the provisions of Paragraph 2 of the Price Law of April 10, 1948.

Of particular importance to British exporters is the requirement that any person who, in catalogues, newspapers, periodicals, handbills, placards, on radio or television, or in any way advertises to the ultimate consumers, giving prices for goods or services, shall give the prices in accordance with the provisions of the Order.

There are penalties for contravening the Order.

Details and copies of an English translation and of the original text in German may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

FRANCE

Customs modification: potatoes

FOLLOWING EEC Regulation No. 2554/69, the *French Journal Officiel* of December 24 announced the suspension of duty on potatoes other than early or seed potatoes (Tariff No. 07.01 A III) for the period December 24, 1969, to April 30, 1970, inclusive.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the French text may be seen.

Duty quota for herrings

FOLLOWING EEC Regulations Nos. 1179/69 and 2051/69 and further to the Arrêté of July 8, 1969, fixing the amount and conditions of importation, the *French Journal Officiel* of December 24, 1969 stated that from December 16, 1969 the residual amount for the duty-free quota for herrings, fresh, chilled or frozen, whole, headless or sliced (Tariff No. 03.01 BI a 2 aa), has been fixed at 420 metric tons.

The conditions of admission are those laid down in the relevant articles of an Order of December 17, 1969, stating the general conditions for import duty quotas.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 423/408/288), where the French text may be seen.

NORWAY

Tariff changes

THE NORWEGIAN authorities have recently announced the following reductions in import duties which are effective from January 1.

Customs Tariff Heading	Commodity	Present rate of duty	Rate of Duty from January 1
ex 11.08*	Maize starch for the production of foodstuffs	i.c. per kg. N.Kr. 0·64	Free
ex 20.01 } * ex 20.06 }	Mango chutney	Per kg. N.Kr. 4·00 i.c. per kg. N.Kr. 0·48	Free
ex 21.07	Sweets and chewing-gum not containing sugar	*Ad valorem* 30%	i.c. per kg. N.Kr. 1·00
ex 27.10*	Lubricating oils containing added emulsifiers, for internal combustion engines	*Ad valorem* 24%	Can be imported at the same rate of duty as being applicable to equivalent lubricating oils not containing added emulsifiers within heading No. 27.10 D.1 per 100 kg. N.Kr. 5·60 or D.2 per 100 kg. N.Kr. 2·80
ex 33.01	Oleo-resins obtained from spices	i.c. per kg. N.Kr. 6.40	Free
ex 39.01*	Epoxy resins for further processing into products for surface-working of iron and metals	*Ad valorem* 24%	Free
ex 51.04 } * ex 60.01 }	Woven fabrics and tricot fabrics as piecegoods, made elastic by interweaving with strands of spandex-fibres, for the manufacture of corset articles	*Ad valorem* 24·2% the duty not to be less than per kg. N.Kr. 10·00: *Ad valorem* 25% the duty not to be less than per kg. N.Kr. 10·00	Free
ex 58.05*	Winding-strip for the manufacture of handmade rubber hoses	*Ad valorem* 20% the duty not to be less than per kg. N.Kr. 20·00	Free
ex 59.08*	Woven fabrics, impregnated with plastic materials, made of continuous man-made fibres, with not more than 12 warp and weft threads per square centimetre, for the manufacture of ventilator tubing for mines and tunnels	*Ad valorem* 18·6%	Free
ex 62.05	Umbrella and sunshade covers	Per kg. N.Kr. 104.00 per kg. per Kg. N.Kr. 11·20	*Ad valorem* 25%
ex 62.05*	Rubberized textile profiles to be used as artificial welt on inner sole leather	*Ad valorem* 24·2%	Free
ex 66.03	Parts, fittings, trimmings and accessories of articles falling within heading Nos. 66.01 or 66.02	Per kg. N.Kr. 2·40 Per kg. N.Kr. 0·48	Free
ex 73.19*	Seamless tubes of steel for the manufacture of rollers for paper machines and rollers for stretching, drying and heat-setting machines for paper machine felt, with the following dimensions: inside diameter of more than 400 mm. – up to 1,200 mm., wall thickness from 25 mm. – up to 110 mm., lengths from 7,000 mm. – up to 16,000 mm.	*Ad valorem* 8%	Per kg. N.Kr. 0·01
ex 84.15	Evaporators and condensers for domestic use	*Ad valorem* 15%	*Ad valorem* 5·4%
ex 84.22	Escalators	*Ad valorem* 10%	Free
ex 84.60	Moulds for the manufacture of automobile tyres	*Ad valorem* 16%	Free
ex 85.19*	'Silvercontacts' for the manufacture of installation – and control switches	*Ad valorem* 16%	Free
ex 86.09*	Pull and push devices (spring systems) and automatic couplings for rolling-stock for railways	*Ad valorem* 16%	Free
ex 90.24*	Thermostats for mounting in electric stoves, like heating panels, etc., for warming rooms	*Ad valorem* 14%	Free

* Temporary suspension or reduction by administrative authority.
Note: The abbreviation 'i.c.' means including the immediate container.

Inquiries concerning this notice should be addressed to the Board of Trade, Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Mr. Leonard Barwick lightly holds a 10 ft. oak beam – or so it seems. In fact, the beam is made from a special integral skin rigid polyurethane foam, modelled on an 18th century original. Mr. Barwick's company, Reamcrest Ltd., has just started manufacturing reproduction oak beams and a wide variety of other curios to a world-wide market. The beams have attracted particular interest in Sweden.

SPAIN

Implementation of import deposit scheme

NOTICE was given in the *Board of Trade Journal* of December 17, page 1698, of the Spanish decision to introduce an import deposit scheme.

Decree 3100/69 of December 6 implementing the scheme was published in the Spanish *State Gazette* of December 11, and the regulating Order in the Spanish *State Gazette* of December 12.

The scheme will be in force until December 31, 1970. Deposit of 20 per cent of the c.i.f. value of imported goods will be required when declarations of import or import licence applications are made. Deposits will be refunded after six months.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462), where the Spanish texts of the Decree and Order may be seen.

Import duty suspension: extension of time limit (1)

NOTICE WAS given in the *Board of Trade Journal* of February 28 page 648, of a suspension of the customs duty on stainless steel bloom coils (Tariff heading 73.15 B 2 b). The Spanish *State Gazette* of December 15 announced a further extension until February 17, 1970.

Customs Tariff: addition to Capital Goods List

THE SPANISH *State Gazette* of December 15 announced the following additions to the Capital Goods List of the Spanish Customs Tariff, effective from December 16, 1969.

Tariff Heading	Description	Reduced duty	Valid during
84.45 C 8 A.	Gear cutting machines for conic hypoid or cyclopoid gears	5%	2 years

Inquiries about the above two notices should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Import duty suspension: extension of time limit (2)

NOTICE was given in the *Board of Trade Journal* of October 8 (page 988) of the import duty suspension on an increased quota (19,000 tons) of cocoa beans (Tariff heading 18.01) until December 12, 1969. The Spanish *State Gazette* of December 19 announced a further extension until March 12, 1970.

Inquiries about this service should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 450/462).

CYPRUS

Tariff amendments

THE BOARD OF TRADE has received a copy of the Cyprus Customs and Excise (Duties and Drawbacks) (Amendment No. 2) Ordinance, 1969, which provides for the following amendments to the tariff:

Tariff Heading No.	Sub-Heading	Tariff Description	Rate of duty	
			Preferential	General
22.03		Beer made from malt	£0,920 mils per gallon	£1,040 mils per gallon
22.05		Wine of fresh grapes: Grape must with fermentation arrested by the addition of alcohol:		
	10	Sparkling wine	£3,450 mils per gallon	£3,700 mils per gallon
	90	Other	£2,950 mils per gallon	£3,175 mils per gallon
22.06		Vermouths and other wines of fresh grapes flavoured with aromatic extracts	£2,950 mils per gallon	£3,175 mils per gallon
22.09		Spirits (other than those of heading No. 22.08); liquers and other spirituous beverages; compound alcoholic preparations (known as 'concentrated extracts') for the manufacture of beverages:		
	10	In bottle, of a strength not exceeding 80% of proof spirit	£7,000 mils per gallon	£8,000 mils per gallon
	90	Other	£8,000 mils per proof gallon	£9,000 mils per proof gallon
24.02		Manufactured tobacco; tobacco extracts and essences:		
	10	Cigars and cheroots, including the weight of bands and tubes	£8,500 mils per oke	£8,750 mils per oke
24.02	20	Cigarettes, including the weight of cigarette paper, mouth pieces and filters	£11,500 mils per oke or £11,500 mils per 1,000 cigarettes	£11,750 mils per oke or £11,750 mils per 1,000 cigarettes
		Other:		
	91	Tobacco essences, tobacco extracts and tobacco sauce	20%	28%
	92	Hookah tobacco ('tumbeki'); snuff	£2,200 mils per oke	£2,300 mils per oke
	99	Other, including pipe and chewing tobacco	£8,100 mils per oke	£8,250 mils per oke
87.02		Motor vehicles for the transport of persons, goods or materials (including sports motor vehicles, other than those of heading No. 87.09):		
		Passenger motor cars, not including public service type vehicles:		
	11	'Jeeps,' 'land rovers' and similar vehicles	15%	30%
	19	Other	50%	65%
		Public-service type passenger vehicles (for example, motor buses, coaches):		
	21	New passenger omnibuses of more than 12 seats, specially designed as such	Free	15%
	29	Other	15%	30%
		Other:		
	91	Ambulances; hearses; scavenging vehicles; lorries and vans fitted with bodies specially designed for the refrigerated carriage of foodstuffs; battery-driven vans; dumper or tipper vehicles of a capacity not less than 6 cubic yards or, if of less capacity, having two-way steering or similar device for two-way movement, designed primarily for off-road haulage	Free	15%
	99	Other	15%	30%

The above Ordinance came into operation on November 10, 1969.

TURKEY

Documents requiring consular legalization

THE ATTENTION of British exporters is drawn to the fact that all documents requiring Turkish consular legalization should be submitted directly to the Turkish Consulate General, 46 Rutland Gate, Kensington, London, S.W.7, and not to the offices of the Commercial Counsellor at the Turkish Embassy, 43 Belgrave Square, London, S.W.1.

Many British firms have been sending such documents to the Embassy, a practice which not only inconveniences Embassy staff, but causes a certain amount of delay.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2497).

IRAQ

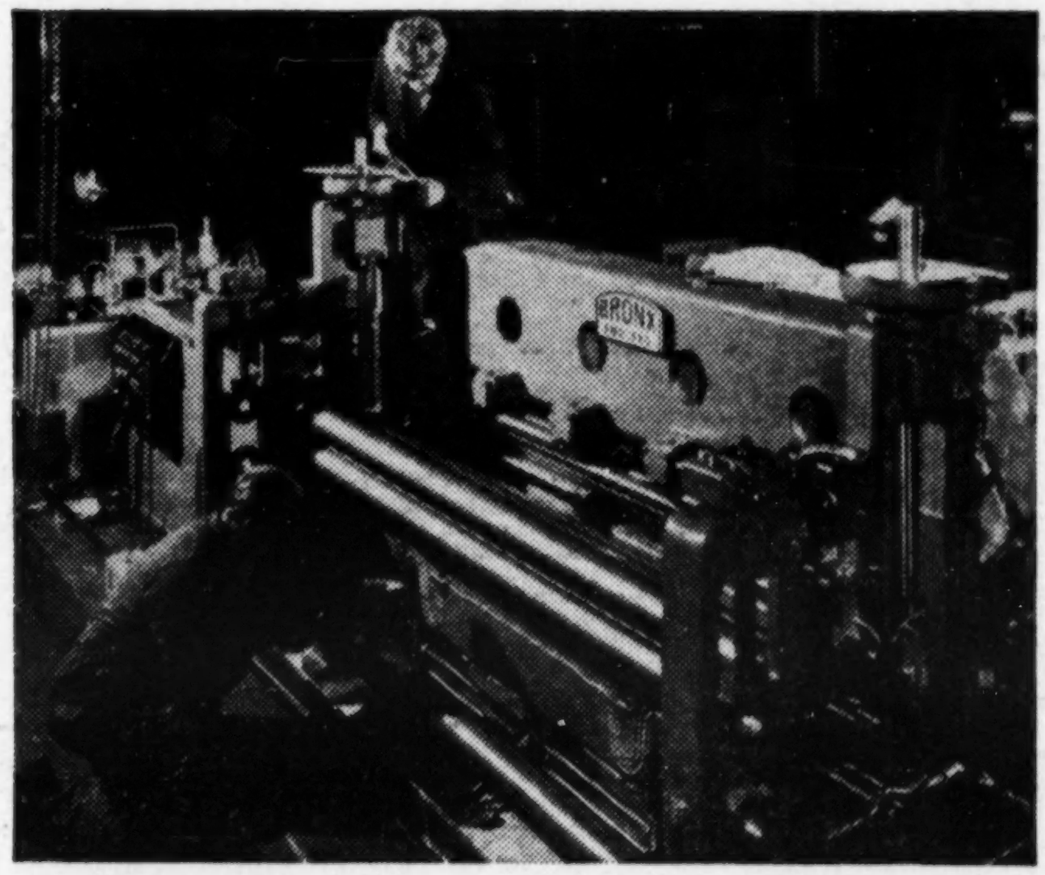
Import licensing

IT HAS BEEN reported from Iraq that the validity of all import licences issued in 1969 expired on December 31, 1969, excluding those in respect of which a letter of credit had been opened or sight draft terms agreed.

Where a letter of credit was opened or sight draft terms agreed, the validity of the licence would be extended for six months from the date of opening the letter of credit or agreement on sight draft terms.

In the case of sight draft terms the validity of the licence may be extended a further month on production of bill of lading.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).



A new type of sheet process levelling machine costing £27,000 has been ordered by Sherkate Sahami Jeep of Iran from the Bronx Engineering Co. Ltd. The photograph shows work in progress at the company's Lye works on a similar machine, destined for Poland.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

MALAWI

Customs Tariff amendment

MALAWI GOVERNMENT Notice No. 258 amends the Customs Tariff with effect from November 28, 1969, to the following extent:

(a) In Part II – Application: paragraph 3 and the proviso to read:

3 Pursuant to section 82 (c) of the Act, there shall, in addition to any duties charged, levied, collected and paid in accordance with paragraphs 1 and 2 hereof, be charged, levied, collected and paid in respect of goods imported into Malawi additional customs duties, equal to eight and one-third per cent of the amounts charged, levied, collected and paid in accordance with the said paragraphs 1 and 2:
Provided that:

(i) this paragraph shall not apply to goods classified under heading 102.04 of Part III;

(ii) for the purpose of this paragraph, the said amounts charged, levied, collected and paid in accordance with paragraphs 1 and 2 shall be calculated on the basis of the rates of duty in column 5 of Part III regardless of the origin of the goods;

(b) in Part III thereof by the addition of the following Note to Chapter 87:

'9. Radios, tape recorders and similar apparatus built into or attached to vehicles falling within heading 87.02 shall not be regarded as parts of such vehicles.'

(c) in Part III thereof by the deletion of all the material in columns 1 to 6 inclusive in respect of heading No. 101.18 and the substitution therefor of the following:

(1)	(2)	(3)	(4)	(5)	(6)
101.18	The following goods when imported by a person on his arrival in Malawi or within six months of that date or within such further period as the Controller may allow, on a *bona fide* transfer of residence to Malawi when such goods are not intended for sale or for disposal to any other person in Malawi, and are in such quantities and of such kinds as the Controller considers reasonable: (a) Articles of apparel; (b) personal and household effects which have been in the use and possession of such person, including workmen's tools, agricultural and garden implements, workshop appliances and similar appropriate articles but excluding firearms and motor vehicles and caravans except as provided in (c); (c) motor vehicles and caravans not exceeding one of each per adult which: (i) are of a value not exceeding £150; or (ii) have been in *bona fide* use by the person for not less than one year prior to importation, or to the arrival of the person, whichever is the earlier; Provided that the Minister may in his discretion accept for the purposes of this heading a motor vehicle or caravan which has been in use by that person for less than one year	—	Free	Free	Free

(d) in Part III thereof by the *deletion* of the material in column 2 in respect of heading 102.03 and the substitution therefor of the following:
'Goods subject to the proviso to paragraph 12 of Part I.' (*See below).

(e) in Part III thereof by the *deletion* of all the material in column 1 to 6 inclusive in respect of heading No. 102.04 and the substitution therefor of the following: (*See below).

(1)	(2)	(3)	(4)	(5)	(6)
102.04	Goods imported in the accompanied baggage or on the person of a traveller, not exceeding £25 in value per person, or by private individuals by post or as air freight, not exceeding £5 in value per consignment, not being goods failing to be classified under headings 22.08, 22.09, 24.02, 49.01, 49.04, 101.11, 101.16, 101.17 or 101.18 and not being merchandise for sale or for commercial use; subject to such conditions as the Controller may prescribe	—	25%	25%	25%

Britain pays the Column 6 rate of duty.

Explanatory Note:
(This Note does not form part of the above Notice.)

The additional customs duties referred to in paragraph (a) above, are not applicable to Item 102.04 as shown in (e) above.

Paragraph 12 of Part I – Interpretation referred to in (d) above reads as follows:

12. Goods exported for repair, renovation or alteration (not exported in bond or under drawback) shall, on re-importation, be classified under the heading and charged the rates of duty appropriate to the complete article. Upon identification of such goods to the satisfaction of the Controller, the value of such goods for duty purposes shall be the cost, if any, of such repair, renovation, or alteration, and such goods shall be deemed to have been manufactured entirely in the country in which such repair, renovation or alteration took place.

Provided that if such goods so identified are subject alone, alternatively or additionally to any duty other than an *ad valorem* duty, the rates of duty in respect of such goods shall be those set out against heading number 102.03, applied in accordance with the above valuation.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Suspension of duties

GOVERNMENT NOTICE No. 251, the Customs and Excise (Amendment) (No. 4) Regulations, 1969, amends, with effect from November 20, Part I of the Sixth Schedule to the Malawi Customs and Excise Regulations, 1969, by the addition of the following items:

Part I: Suspensions of Customs Duties

(1)	(2)	(3)	(4)	(5)	(6)
ex 84.10.03 ex 84.55 ex 90.29.99	Kits and parts for use in and certified by the Reserve Bank of Malawi as necessary for rendering suitable for decimal currency the cash recording mechanism of petrol pumps, calculating machines, ticket-issuing machines, postal franking machines, cash registers, taximeters and the like	—	Free	Free	Free

These Regulations shall cease to have effect on February 15, 1971. (Britain pays Column 6 rate of duty).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

GHANA

Import licensing regulation

THE FOLLOWING NOTICE was published in the Ghana *Commercial and Industrial Bulletin* of December 12, 1969:

Notice to Importers No. 326 – Restriction of Imports

In exercise of the powers vested in him by the Import and Exports Restriction Order, 1948 (No. 113 of 1948) the Controller of Imports and Exports hereby announces that, unless otherwise permitted by him, no Special Unnumbered Licence, Open General Licence or Specific Import Licence issued to any importer shall be used in importing any of the following commodities:

Customs Item No.	Descripiton of Commodity
651	Textile yarn
652/653	Java textile prints Wax block textile prints Fancy textile prints
724	Radio receiving sets Radiograms Television sets Record players Tape recorders
732	Passenger cars exceeding 1700 cc.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, Lonson, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of October 1 issue.

Customs tariff changes

THE SOUTH AFRICAN *Government Gazette* No. 2579 of December 12 contained Government Notices as follows:

R3916: Whereby the provision for ethoxyquinoline is withdrawn.

R.3917: Whereby the duty on phthalates of octyl, nonyl and decyl alcohols is increased from 10 per cent to 20 per cent.

R.3918: Whereby the duty on certain yarns of polyamide fibres (continuous), not put up for retail sale, is amended to varying extents.

R.3919: Whereby the provision for sheets and plates of iron or steel, hot-rolled or cold-rolled, plated, coated or clad with an alloy of lead and tin, of a thickness not exceeding ·386 mm., is withdrawn.

R.3920: Whereby the duty on certain electric refrigerating cabinets and other electric refrigerating furniture is increased from free to 20 per cent.

R.3921: Whereby the sub-heading 87.06 is amended with retrospective effect from September 12, 1969, to make it clear that driving axles for use with tractors and those of unmachined cast metal are not subject to the increased duty.

R.3922: Whereby the provision for electric miner's safety lamps and parts thereof is withdrawn.

R.3923: Whereby:

(1) Provision is made for a rebate of the full duty on beta-napthol, P-chloro-o-nitroaniline, 3-nitro-p-toluidine, acetoacetanilide and aceto-acet-o-chloroanilide, for the manufacture of organic dyestuffs.

(2) Provision is made for a rebate of the full duty on certain materials and articles for the manufacture of knitted ornamental trimmings.

R3924: Whereby the provisions for a rebate of duty on phthalates of octyl, noryl and decyl alcohols, for use in the industries manufacturing plastic moulding powders or pastes, impregnated or coated fabrics, including paper fabrics, knitted gloves and insulated electric cable and wire, are withdrawn.

R.3925: Whereby provision is made for a rebate of the full duty on man-made fibres (continuous), for the manufacture of dolls.

R.3939: Whereby the hours of business at Beit Bridge are amended.

R.3943, *R.3944*, *R.3945*: Whereby the sales duty, excise and customs duty on various items for supply gratis to members of the Defence or Police Force on duty away from established quarters may be rebated conditionally by the Secretary.

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows' best suited for his product.

'The Friendly Invasion.' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

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AUSTRALIA

Tariff Board inquiry on vegetable oils

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of vegetable oils (tariff item 15.07 and 15.08 excluding olive oil 15.07.92).

This reference has been made as a result of representations by local industry.

Tariff Item	Goods	Rate of Duty	
		General	Preferential
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:		
15.07.100	Japan wax; myrtle wax; vegetable tallows; oil, or a mixture of oils, of any of the following kinds (not including a mixture containing an oil of another kind): (a) almond oil; (b) apricot kernel oil; (c) avocado oil; (d) babassu oil; (e) coconut oil; (f) oiticica oil; (g) palm kernel oil; (h) palm oil; (i) pumpkin seed oil; (j) sesame oil; (k) tung oil; (l) walnut oil; (m) wheat germ oil	Free	Free
15.07.9	Other:		
15.07.910	Castor oil	$0·044 per gal.	Free
15.07.920	Olive oil	$0·40 per gal.	$0·35 per gal.
15.07.930	Maize oil; peanut oil; soya bean oil; rape seed oil	$0·40 per gal.	$0·267 per gal.
15.07.990	Other	$0·40 per gal.	$0·40 per gal.
15.08	Animal and vegetable oils, boiled, oxidized, dehydrated, sulphurized, blown or polymerized by heat in vacuum or in inert gas, or otherwise modified:		
15.08.100	Epoxidized vegetable oils	40%	40%, less $0·01r per gal.
15.08.9	Other:		
15.08.910	Linseed oil; rape seed oil	$0·40 per gal.	$0·40 per gal.
15.08.920	Safflower seed oil; soya bean oil	$0·40 per gal.	$0·383 per gal.
15.08.930	Castor oil, dehydrated	$0·044 per gal.	Free
15.08.99	Other:		
15.08.991	Vegetable paint oils	Free	Free
15.08.999	Other	$0·025 per gal.	Free

This matter has been reported by the British High Commission at Canberra, which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance has to be made to the Australian authorities not later than January 19. Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319, Ext. 2319), quoting reference CRE 1506/69.

Tariff Board inquiry on aluminium powders and pastes

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether aluminium powders and pastes, tariff items 76.05 and 32.09.331, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than January 19. Before this date, therefore, United Kingdom trade associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 2019/69.

Tariff Board inquiry on paper clips of base metal

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether paper clips of base metal tariff item 83.05.9 have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities not later than January 26, 1970. Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 2298/69.

Result of Special Advisory Authority inquiry on vegetable oils

A NOTICE was published in the *Board of Trade Journal* on November 19 1969, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of vegetable oils.

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations a temporary duty equal to the amount by which the f.o.b. price is less than one dollar per gallon has been imposed on tariff items 15.07.930, 15.07.990, 15.08.910 and 15.08.920. For tariff item 15.08.100 the temporary duty will be 15 per cent *ad valorem.*

The temporary duties will not apply to goods in direct transit to Australia on November 12, 1969, provided they are entered for home consumption on arrival.

Members of the Japan Automobile Material Parts and Study Team toured the CAV (Acton) electrical factories and Engineering Centre recently. Sponsored by the Japan Automotive Manufacturers Association (JAMA), the team was led by Mr. Nobumitsu Matsudaira (centre), manager, First Purchasing Department, Nissan Motor Company Ltd. Members of CAV who welcomed the team included Mr. W. E. Nicolls, assistant chief engineer; Mr. P. G. Bennett, manager Overseas Operations; and Mr. D. Poat, senior sales engineer, Overseas Operations.

MALAYSIA

Designation of Pioneer Industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

(A)	Industry	Manufacture of pottery and china
	Product	Tableware, chinaware, dinnerware, porcelain insulators for low and high tensions
(B)	Industry	Manufacture of structural clay products
	Product	Refractory bricks and refractory mortar
(C)	Industry	Manufacture of rubber products n.e.s.
	Product	Rubber rollers
(D)	Industry	Manufacture of wire and wire products
	Product	Wire rope
(E)	Industry	Manufacture of articles of paper n.e.s.
	Product	Facial tissues, napkins
(F)	Industry	Manufacture of watches and clocks
	Product	Watches
(G)	Industry	Manufacture of hardware tools and cutlery
	Product	Locks of all types
(H)	Industry	Manufacture of radios and related equipment
	Product	AC adaptors
(I)	Industry	Manufacture of electrical industrial equipment
	Product	Electric air pumps, battery chargers
(J)	Industry	Manufacture of electrical appliances
	Product	Doorbells and chimes
(K)	Industry	Manufacture and extraction of essential oils
	Product	Sandalwood oil
(L)	Industry	Manufacture of incense and joss sticks
	Product	Sandalwood agarbathis
(M)	Industry	Canning and preserving of fish and other seafoods
	Product	Fish, prawns and other seafoods
(N)	Industry	Manufacture of motor vehicle parts and accessories
	Product	Oil filters, air filters, exhaust system
(O)	Industry	Manufacture of radios and related equipment
	Product	Magnetic recording tapes – all types
(P)	Industry	Manufacture of wire and wire products
	Product	Coil springs – all types spring pressing and stamping.

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight years if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of this Order by giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before January 17, 1970 of his objections and of the grounds on which they are based.

SINGAPORE

Designation of Pioneer Industries

THE SINGAPORE GOVERNMENT *Gazette* dated December 5, 1969, states that the following industries and products shall be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industries	Products
Petroleum products	Base lubricants and by-prudcts

The proposal to designate these industries and products appeared in the *Board of Trade Journal* of November 5, 1969.

(SINGAPORE, *continued on next page*)

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom. A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.

SINGAPORE, *continued*

Revocation of Pioneer Industries

THE SINGAPORE GOVERNMENT *Gazette* dated December 5, 1969, contains three Notices of Revocation of Order under Section 4 (4) of the Economic Expansion Incentives (Relief from Income Tax) Act, 1967. These Notices state that the following industries and products shall cease to be Pioneer Industries and Pioneer Products respectively but that such revocation shall not affect Pioneer certificates issued previously.

Industries	Products
1. Animal feed	Fishmeal
2. Food preparation	Fish oils (all types); fish sauce
3. Operation of an ocean-going fishing vessel having a minimum registered length of 90 feet 'or a factory fishing vessel or fish processing plant	Frozen sea-food; canned sea-food

Any inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2143), quoting Ref. CRE 24014/G.

NEW ZEALAND

Customs tariff inquiry: woven fabrics

FOLLOWING RECEIPT by the New Zealand Minister of Industries and Commerce of a report from the Emergency Protection Authority, the government has accepted the recommendation of the authority that urgent action is necessary in respect of the goods set out in the first schedule to this notice and has taken the temporary measures described in that schedule pending inquiry and report by the Tariff and Development Board.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Industries and Commerce has requested the Board to inquire into and report whether any new or increased duty is necessary in respect of the goods in question, and also to examine the question of import licensing as affecting them.

Prior to the introduction of the temporary measures described in the first schedule the tariff classifications of the goods and the rates of duty thereon were as set out in the second schedule to this notice. The temporary classifications and rates of duty which resulted from the adoption of those measures are as set out in the third schedule to this notice.

The goods in question are as follows:

(a) woven fabrics containing man-made discontinuous fibres (but not containing sheep's or lambs' wool or fine animal hair) and weighing more than 5½ ozs. per square yard, and

(b) woven fabrics containing both man-made discontinuous fibres and sheep's or lambs' wool or fine animal hair, but containing less than 30 per cent by weight of sheep's or lambs' wool or fine animal hair.

The public inquiry will take place in Wellington on Tuesday, April 7, 1970, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, March 20, 1970. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Board of Trade, Room E.54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., P.O. Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone: Wellington 43-706; (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 25006/G.

First Schedule

Recommendations made by the Emergency Protection Authority and implemented by government on October 11, 1968

'That temporary duties, additional to the duties at present in force, be applied in respect of the following goods at the rates specified.

Woven fabrics containing man-made discontinuous fibres (but not containing sheep's or lambs' wool or fine animal hair) and weighing more than 5½ ounces per square yard:	
British Preferential	2½ per cent or 10 cents per square yard, less 15 per cent *ad valorem*.
Most-Favoured Nation	2½ per cent or 10 cents per square yard.
General Tariff	2½ per cent or 10 cents per square yard.
Woven fabrics containing both man-made discontinuous fibres and sheep's or lambs' wool or fine animal hair, but containing less than 30 per cent by weight of sheep's or lambs' wool or fine animal hair:	
British Preferential	5 per cent or 5 cents per square yard, less 20 per cent *ad valorem*.
Most-Favoured-Nation	2½ per cent or 5 cents per square yard.
General Tariff	2½ per cent or 5 cents per square yard.'

Second Schedule

Tariff classification and rates of duty effective prior to the imposition of temporary duties on October 11, 1968

Number	Description	Rates of duty BP	MFN	GEN
50.09	Woven fabrics of silk or of waste silk other than noil:			
50.09.01	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
50.09.02	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
50.09.03	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	32½% or†	47½% or†	60% or†
50.09.04	per sq. yd.	40c less 15%	40c	40c
50.09.05	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds:			
50.09.06	Wholly of silk	Free	13½%	17½%
50.09.09	Other	Free	13½%	15%
50.10	Woven fabrics of noil silk:			
50.10.01	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
50.10.02	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
50.10.03	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	32½% or†	47½% or†	60% or†
50.10.04	per sq. yd.	40c less 15%	40c	40c
50.10.05	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds:			
50.10.06	Wholly of noil silk	Free	13½%	17½%
50.10.09	Other	Free	13½%	15%
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02:			
	Of synthetic fibres:			
51.04.11	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
51.04.12	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
51.04.13	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	32½% or†	47½% or†	60% or†
51.04.14	per sq. yd.	40c less 15%	40c	40c
51.04.15	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds:			
	Nylon:			
51.04.16	Tyrecord fabrics	Free	15%	15%
51.04.17	Other	Free	..	15%
51.04.18	Polyester fabrics	Free	15%	15%
51.04.19	Other	Free	15%	15%
	Of regenerated fibres:			
51.04.31	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
51.04.32	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²:			
51.04.33	Weighing less than 6 oz./yd.² and being the produce or manufacture of Australia	Aul Free	..	..
51.04.34	Other	32½% or†	47½% or†	60% or†
51.04.35	per sq. yd.	40c less 15%	40c	40c

† Where alternative rates are shown the rate chargeable is that which returns the higher duty

Number	Description	Rates of Duty		
		BP	MFN	GEN
51.04.36	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds:			
51.04.37	Linings	Free	13½%	15%
51.04.38	Tyrecord fabrics	Free	15%	15%
51.04.39	Other	Free	13½%	15%
53.11	Woven fabrics of sheep's or lambs' wool or fine animal hair:			
	Other kinds:			
	Exceeding 12 oz./yd.²:			
53.11.06	Worsted	25% Aul 32½% or†	45% or†	57½% or†
53.11.07	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
53.11.08	Tweed	25% Aul 32½% or†	45% or†	57½% or†
53.11.09	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
53.11.11	Collar check and horse cover linings	25%	..	35%
53.11.18	Other	25% Aul 32½% or†	45% or†	57½% or†
53.11.19	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Not exceeding 12 oz./yd.²:			
53.11.21	Worsted	25% Aul 32½% or†	45% or†	57½% or†
53.11.22	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
53.11.23	Tweed	25% Aul 32½% or†	45% or†	57½% or†
53.11.24	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
53.11.25	Other	25% Aul 32½% or†	45% or†	57½% or†
53.11.29	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
54.05	Woven fabrics of flax or of ramie:			
54.05.01	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
54.05.02	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
54.05.03	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	32½% or†	47½% or†	60% or†
54.05.04	per sq. yd.	40c less 15%	40c	40c
54.05.05	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds:			
54.05.06	Canvas and duck	Free	..	15%
54.05.07	Tea towelling	Free	..	15%
54.05.09	Other	Free	..	15%
55.09	Other woven fabrics of cotton:			
	Unbleached, not mercerized:			
55.09.11	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
55.09.12	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
55.09.13	Containing man-made discontinuous fibres weighing more than 5½ oz/.yd.²	32½% Aul Free or†	47½% or†	60% or†
55.09.14	per sq. yd.	40c less 15% Aul Free	40c	40c
	Other kinds:			
	Other:			
55.09.22	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
55.09.23	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²:			
55.09.27	Weighing less than 6 oz./yd.² and being the produce or manufacture of Australia, the following: canvas and duck; fabrics suitable for the manufacture of apparel; furnishing fabrics and fabrics for household use, bleached	Aul Free	..	..
55.09.28	Other	32½% or†	47½% or†	60% or†
55.09.29	per sq. yd.	40c less 15%	40c	40c
55.09.34	Assembled by sewing, gumming or otherwise:	22½%	42½%	55%
	Other kinds:			
55.09.35	Tyrecord fabrics	Free	15%	15%
55.09.36	Handkerchief fabric in the piece	Free	..	15%
55.09.37	Canvas and duck	Free	..	15%
	Fabrics suitable for the manufacture of apparel:			
	Flannelette, winceyette, diaper cloth:			
	Wholly of cotton or wholly of cotton and linen:			
55.09.44	Bleached	Free	..	15%
55.09.45	Dyed	Free	14%	15%
55.09.46	Printed	Free	14%	15%
	Other than wholly of cotton or wholly of cotton and linen:			
55.09.47	Bleached	Free	..	15%
55.09.48	Dyed	Free	13½%	15%
55.09.49	Printed	Free	13½%	15%
	Other kinds:			
	Wholly of cotton or wholly of cotton and linen:			
55.09.54	Bleached	Free	14%	15%
55.09.55	Dyed	Free	14%	15%
55.09.56	Printed	Free	14%	15%
	Other than wholly of cotton or wholly of cotton and linen:			
55.09.57	Bleached	Free	13½%	15%
55.09.58	Dyed	Free	13½%	15%
55.09.59	Printed	Free	13½%	15%
	Furnishing fabrics and fabrics for household use:			
	Wholly of cotton or wholly of cotton and linen:			
55.09.64	Bleached	Free	14%	15%
55.09.65	Dyed	Free	14%	15%
55.09.66	Printed	Free	14%	15%
	Other than wholly of cotton or wholly of cotton and linen:			
55.09.67	Bleached	Free	13½%	15%
55.09.68	Dyed	Free	13½%	15%
55.09.69	Printed	Free	13½%	15%
	Other:			
55.09.71	Wholly of cotton or wholly of cotton and linen	Free	14%	15%
55.09.79	Other than wholly of cotton or wholly of cotton and linen	Free	13½%	15%
56.07	Woven fabrics of man-made fibres (discontinuous or waste):			
	Of synthetic fibres:			
56.07.11	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
56.07.12	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Not containing sheep's or lambs' wool or fine animal hair:			
56.07.13	Weighing more than 5½ oz./yd.²	32½% or†	47½% or†	60% or†
56.07.14	per sq. yd.	40c less 15%	40c	40c
	Weighing not more than 5½ oz./yd.²:			
56.07.15	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
56.07.16	Tickings	Free	13½%	20%
	Other kinds:			
	Nylon:			
56.07.21	Tyrecord fabrics	Free	15%	15%
56.07.22	Other	Free	..	15%
56.07.23	Polyester fabrics	Free	15%	15%
56.07.29	Other	Free	15%	15%
	Of regenerated fibres:			
56.07.31	Containing sheep's or lambs' wool or fine animal hair	25% Aul 32½% or†	45% or†	57½% or†
56.07.32	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Not containing sheep's or lambs' wool or fine animal hair:			
56.07.33	Weighing more than 5½ oz./yd.²	32½% or†	47½% or†	60% or†
56.07.34	per sq. yd.	40c less 15%	40c	40c
	Weighing not more than 5½ oz./yd.²:			
56.07.35	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
56.07.36	Tickings	Free	15%	20%
	Other kinds:			
56.07.41	Linings	Free	..	15%
56.07.42	Tyrecord fabrics	Free	15%	15%
56.07.43	Fabrics suited for meat wrapping as may be approved by the Minister and under such conditions as he may prescribe	Free	..	Free
56.07.49	Other	Free	..	15%

† Where alternative rates are shown the rate chargeable is that which returns the higher duty.

(Continued on next page)

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

NEW ZEALAND, *continued*

Third Schedule

Tariff classifications and (where applicable) temporary rates of duty resulting from implementation of October 11, 1968 of Emergency Protection Authority Recommendations.

Number	Description	Rates of Duty BP	MFN	GEN
50.09	Woven fabrics of silk or of waste silk other than noil: Containing sheep's or lambs' wool or fine animal hair: Containing man-made discontinuous fibres:			
50.09.11	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
50.09.12	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
50.09.13	Other	25% Aul 32½% or†	45% or†	57½% or†
50.09.14	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
50.09.15	Other kinds	25% Aul 32½% or†	45% or†	57½% or†
50.09.16	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
50.09.17	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	35% or†	50% or†	62½% or†
50.09.18	per sq. yd.	50c less 15%	50c	50c
50.09.21	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds:			
‡50.09.22	Wholly of silk	Free	12%	17½%
‡50.09.29	Other	Free	12%	15%
50.10	Woven fabrics of noil silk: Containing sheep's or lambs' wool or fine animal hair: Containing man-made discontinuous fibres:			
50.10.11	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
50.10.12	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
50.10.13	Other	25% Aul 32½% or†	45% or†	57½% or†
50.10.14	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
50.10.15	Other kinds	25% Aul 32½% or†	45% or†	57½% or†
50.10.16	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
50.10.17	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	35% or†	50% or†	62½% or†
50.10.18	per sq. yd.	50c less 15%	50c	50c
50.10.19	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds:			
‡50.10.21	Wholly of noil silk	Free	12%	17½%
‡50.10.29	Other	Free	12%	15%
51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02: Of synthetic fibres: Containing sheep's or lambs' wool or fine animal hair: Containing man-made discontinuous fibres:			
51.04.21	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
51.04.22	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
51.04.23	Other	25% Aul 32½% or†	45% or†	57½% or†
51.04.24	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
51.04.25	Other kinds	25% Aul 32½% or†	45% or†	57½% or†
51.04.26	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
51.04.27	Containing man-made discontinuous fibres and weighing more than 5½ oz. yd.²	35% or†	50% or†	62½% or†
51.04.28	per sq. yd.	50c less 15%	50c	50c
51.04.29	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds: Nylon:			
51.04.41	Tyrecord fabrics	Free	15%	15%
51.04.42	Other	Free	..	15%
51.04.43	Polyester fabrics	Free	15%	15%
51.04.49	Other	Free	15%	15%
	Of regenerated fibres: Containing sheep's or lambs' wool or fine animal hair: Containing man-made discontinuous fibres:			
51.04.51	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
51.04.52	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
51.04.53	Other	25% Aul 32½% or†	45% or†	57½% or†
51.04.54	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
51.04.55	Other kinds	25% Aul 32½% or†	45% or†	57½% or†
51.04.56	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²:			
51.04.57	Weighing less than 6 oz./yd.² and being the produce or manufacture of Australia	Aul Free		
51.04.58	Other	35% or†	50% or†	62½% or†
51.04.59	per sq. yd.	50c less 15%	50c	50c
51.04.62	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds:			
‡51.04.63	Linings	Free	12%	15%
51.04.64	Tyrecord fabrics	Free	15%	15%
‡51.04.69	Other	Free	12%	15%
53.11	Woven fabrics of sheep's or lambs' wool or of fine animal hair: Other kinds:			
53.11.12	Containing man-made discontinuous fibres but containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
53.11.13	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
	Other Exceeding 12 oz./yd.²:			
53.11.14	Worsted	25% Aul 32½% or†	45% or†	57½% or†
53.11.15	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
53.11.16	Tweed	25% Aul 32½% or†	45% or†	57½% or†
53.11.17	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
53.11.26	Collar check and horse cover linings	25%	..	35%
53.11.27	Other	25% Aul 32½% or†	45% or†	57½% or†
53.11.28	per sq. yd.	40c less 20% Au. 40c less 20%	40c	40c
	Not exceeding 12 oz./yd.²:			
53.11.31	Worsted	25% Aul 32½% or†	45% or†	57½% or†
53.11.32	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
53.11.33	Tweed	25% Aul 32½% or†	45% or†	57½% or†
53.11.34	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
53.11.35	Other	25% Aul 32½% or†	45% or†	57½% or†
53.11.39	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c

† Where alternative rates are shown the rate chargeable is that which returns the higher duty.
‡ MFN rate further reduced by 1½ per cent on January 1, 1970.

† Where alternative rates are shown the rate chargeable is that which returns the higher duty.
‡ MFN rate further reduced by 1½ per cent on January 1, 1970.

Number	Description	Rates of Duty BP	MFN	GEN
54.05	Woven fabrics of flax or of ramie:			
	Containing sheep's or lambs' wool or fine animal hair:			
	Containing man-made discontinuous fibres:			
54.05.11	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
54.05.12	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
54.05.13	Other	25% Aul 32½% or†	45% or†	57½% or†
54.05.14	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
54.05.15	Other kind	25% Aul 32½% or†	45% or†	57½% or†
54.05.16	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
54.05.17	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	35% or†	50% or†	62½% or†
54.05.18	per sq. yd.	50c less 15%	50c	50c
54.05.19	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
	Other kinds			
54.05.21	Canvas and duck	Free	..	15%
54.05.22	Tea towelling	Free	..	15%
54.05.29	Other	Free	..	15%
55.09	Other woven fabrics of cotton:			
	Unbleached, not mercerized:			
	Containing sheep's or lambs' wool or fine animal hair:			
	Containing man-made discontinuous fibres:			
55.09.01	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
55.09.02	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
55.09.03	Other	25% Aul 32½% or†	45% or†	57½% or†
55.09.04	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
55.09.05	Other kinds	25% Aul 32½% or†	45% or†	57½% or†
55.09.06	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
55.09.07	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²	35% Aul Free or†	50% or†	62½% or†
55.09.08	per sq. yd.	50c less 15% Aul Free	50c	50c
	Other kinds:			
	Other:			
	Containing sheep's or lambs' wool or find animal hair:			
	Containing man-made discontinuous fibres:			
55.09.24	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
55.09.25	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
55.09.26	Other	25% Aul 32½% or†	45% or†	57½% or†
55.09.31	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
55.09.32	Other kinds	25% Aul 32½% or†	45% or†	57½% or†
55.09.33	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Containing man-made discontinuous fibres and weighing more than 5½ oz./yd.²			
55.09.38	Weighing less than 6 oz./yd.² and being the produce or manufacture of Australia, the following: canvas and duck; fabrics suitable for the manufacture of apparel; furnishing fabrics and fabrics for household use, bleached	Aul Free		
55.09.39	Other	35% or†	50% or†	62½% or†
55.09.41	per sq. yd.	50c less 15%	50c	50c
55.09.42	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
55.09.43	Other kinds: Tyrecord fabrics	Free	15%	15%
55.09.51	Handkerchief fabric in the piece	Free	..	15%
55.09.52	Canvas and duck	Free	..	15%
	Fabrics suitable for the manufacture of apparel:			
	Flannelette, winceyette, diaper cloth:			
	Wholly of cotton or wholly of cotton and linen:			
55.09.53	Bleached	Free	..	15%
§55.09.61	Dyed	Free	13%	15%
§55.09.62	Printed	Free	13%	15%
	Other than wholly of cotton or wholly or cotton and linen:			
55.09.63	Bleached	Free	..	15%
‡55.09.72	Dyed	Free	12%	15%
‡55.09.73	Printed	Free	12%	15%
	Other kinds:			
	Wholly of cotton or wholly of cotton and linen:			
§55.09.74	Bleached	Free	13%	15%
§55.09.75	Dyed	Free	13%	15%
§55.09.76	Printed	Free	13%	15%
	Other than wholly of cotton or wholly of cotton and linen:			
‡55.09.77	Bleached	Free	12%	15%
‡55.09.78	Dyed	Free	12%	15%
‡55.09.81	Printed	Free	12%	15%
	Furnishing fabrics and fabrics for household use:			
	Wholly of cotton or wholly of cotton and linen:			
§55.09.82	Bleached	Free	13%	15%
§55.09.83	Dyed	Free	13%	15%
§55.09.84	Printed	Free	13%	15%
	Other than wholly of cotton or wholly of cotton and linen:			
‡55.09.85	Bleached	Free	12%	15%
‡55.09.86	Dyed	Free	12%	15%
‡55.09.87	Printed	Free	12%	15%
	Other:			
§55.09.88	Wholly of cotton or wholly of cotton and linen	Free	13%	15%
‡55.09.89	Other than wholly of cotton or wholly of cotton and linen	Free	12%	15%
56.07	Woven fabrics of man-made fibres (discontinuous or waste):			
	Of synthetic fibres:			
	Containing sheep's or lambs' wool or fine animal hair:			
56.07.17	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
56.07.18	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
56.07.24	Other	25% Aul 32½% or†	45% or†	57½% or†
56.07.25	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Not containing sheep's or lambs' wool or fine animal hair:			
56.07.26	Weighing more than 5½ oz./yd.²	35% or†	50% or†	62½% or†
56.07.27	per sq. yd.	50c less 15%	50c	50c
	Weighing not more than 5½ oz./yd.²:			
56.07.28	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
‡56.07.37	Tickings	Free	12%	20%
	Other kinds:			
	Nylon:			
56.07.38	Tyrecord fabrics	Free	15%	15%
56.07.44	Other	Free	..	15%
56.07.45	Polyester fabrics	Free	15%	15%
56.07.48	Other	Free	15%	15%
	Of regenerated fibres:			
	Containing sheeps or lambs' wool or fine animal hair:			
56.07.51	Containing less than 30% by weight of sheep's or lambs' wool or fine animal hair	30% Aul 32½% or†	47½% or†	60% or†
56.07.52	per sq. yd.	45c less 20% Aul 40c less 20%	45c	45c
56.07.53	Other	25% Aul 32½% or†	45% or†	57½% or†
56.07.54	per sq. yd.	40c less 20% Aul 40c less 20%	40c	40c
	Not containing sheep's or lambs' wool or fine animal hair:			
56.07.55	Weighing more than 5½ oz./yd.²	35% or†	50% or†	62½% or†
56.07.56	per sq. yd.	50c less 15%	50c	50c
	Weighing not more than 5½ oz./yd.²:			
56.07.57	Assembled by sewing, gumming or otherwise	22½%	42½%	55%
56.07.58	Tickings	Free	15%	20%

† Where alternative rates are shown the rate chargeable is that which returns the higher duty.
‡ MFN rate further reduces by 1½per cent on January 1, 1970.
§ MFN rate further reduces by 1 per cent on January 1, 1970.

(*Continued on next page*)

NEW ZEALAND, *continued*

Number	Description	Rates of Duty		
		BP	MFN	GEN
	Other kinds:			
56.07.61	Linings	Free		15%
56.07.62	Tyrecord fabrics	Free	15%	15%
56.07.63	Fabrics suited for meat wrapping as may be approved by the Minister and under such conditions as he may prescribe	Free	..	Free
56.07.69	Other	Free	..	15%

New Zealand—Australia Free Trade Agreement: customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to inquire into the possible addition to Schedule A of the New Zealand/Australia Free Trade Agreement of the items set out in the schedule to this notice. The public inquiry will take place in Wellington on Tuesday, March 31, at 10.30 a.m. Typewriten statements of evidence (12 copies) should be lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Tuesday, March 17. 'Notes for the Guidance of Witnesses' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period, any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706; (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from BTANZ), and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 16678/G.

Any British trade association or firm proposing to submit evidence is also asked to advise the Commercial Relations and Exports Department of their intention.

Schedule

Tariff Item	Description	Rates of Duty		
		British Preferential	Most Favoured Nation	General
73.15	Alloy steel and high carbon steel, etc. Sheets and plates, less than 3 mm. in thickness, plated, coated or clad: Of high carbon steel: Worked:			
73.15.64	Perforated or cellular but not further worked	Free	7½%	25%
	Of alloy steel: Worked:			
73.15.73	Perforated or cellular but not further worked	Free	7½%	25%

Cancellation of Tariff and Development Board inquiry

THE NEW ZEALAND Tariff and Development Board inquiry into import duties and import licensing affecting electrical power transformers having a rated input voltage exceeding 240 volts (Tariff Items 85.01.11 and 85.01.12) has been cancelled and further action deferred. Details of this inquiry were published in the *Board of Trade Journal* of September 17, 1969, page 793.

Any inquiry regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 1805/69.

TRINIDAD AND TOBAGO

Import licensing arrangements

THE TRINIDAD and Tobago Open General Licence has been further amended (i) by the addition of the following new items: 074-01 teabags, 899-17.09 paper clips, and (ii) by the deletion of items 699-22.01, 656-04.01 and 656-04.02 and the substitution therefor of the following :

699-22.09	Parts for stoves, furnaces (not for central heating) grates and ranges made of metal (non-electric) when imported for use in the manufacture and/or assembly of stoves, furnaces (not for central heating) grates and ranges made of metal (non-electric) in plants approved for the purpose by the Minister of Industry and Commerce.
699-22.011	Stoves, furnaces, grates and ranges, gas not for central heating.
699-22.012	Parts for item 699-22.011.
721-06.02	Non-electrical parts for electric stoves (ranges).
721-06.03	Parts (electrical and non-electrical) for stoves and ranges (electric) household cooking and heating appliances (e.g., hot plates, toasters, irons, sun lamps, etc.) for use in the manufacture and/or assembly of stoves and ranges (electric) household cooking and heating appliances (e.g., hot plates, toasters, irons and sun lamps, etc.), in plants approved for the purpose by the Minister of Industry and Commerce.
656-04.01	Towels and towelling (including Huck-a-back and kitchen types), bath mats, wash rags and toilet sets, of all weaves and materials other than cotton and linen (made of flax).
656-04.02	Cotton towels and towelling (including Huck-a-back and kitchen types), bath mats, wash rags and toilet sets. of all weaves.

The Trinidad and Tobago Ministry of Industry and Commerce have also announced that it is proposed to allocate quotas for items 074-01 and 899-17.09 mentioned above.

JAMAICA

Export Industry Encouragement Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared approved products for the purposes of the Export Industry Encouragement Law, 1956:

Ball gum

Approved manufacturers of these products will enjoy income tax relief, duty free imports of building material, plant, machinery, raw materials, etc., and other concessions.

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956:

(1) Motor cycles, motor scooters, mopeds and three-wheel scooter vans·
(ii) Chemicals for use in the processing of sugar and molasses.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journals* dated October 22, 1969, page 1149, and December 17, 1969, page 1701, respectively.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (P.O. Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, P.O. Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

Control of electronic product radiation

THE *Board of Trade Journal* of January 3, 1969, gave notice of the enactment of the United States Radiation Control for Health and Safety Act of 1968, the purpose of which is to reduce the exposure of the public to all unnecessary hazardous radiation from electronic products.

The United States Department of Health, Education and Welfare has announced proposals for regulations which would specify the records, reports and information that manufacturers of certain electronic products must provide the Secretary to enable him to determine whether such manufacturers are acting in compliance with the Act and any standards issued thereunder.

The regulations would also require dealers and distributors of certain electronic products to maintain records of the first purchasers of such products.

Interested persons have until January 15, to submit comments on these proposals to the Director of the Bureau of Radiological Health.

Further details may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) (Ref. FR 16.12.69).

Flammable Fabrics Act: carpets and rugs

THE *Board of Trade Journal* of January 24, 1969, gave notice of proceedings instituted by the United States Department of Commerce to consider the development of flammability standards or other regulations for carpets and rugs and fabrics or related materials intended for use in carpets and rugs.

After consideration of the comments received, the Department of Commerce has determined that flammability standards for carpets and rugs are needed to protect the public against unreasonable risk of fire leading to injury, death or significant property damage arising from the hazards of rapid flash burning or continuous, slow burning or smouldering.

The Department of Commerce has announced details of proposed standards and has invited comments from interested parties up to January 17.

Further details of these proposed standards may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) ref. FR 18.12.69.

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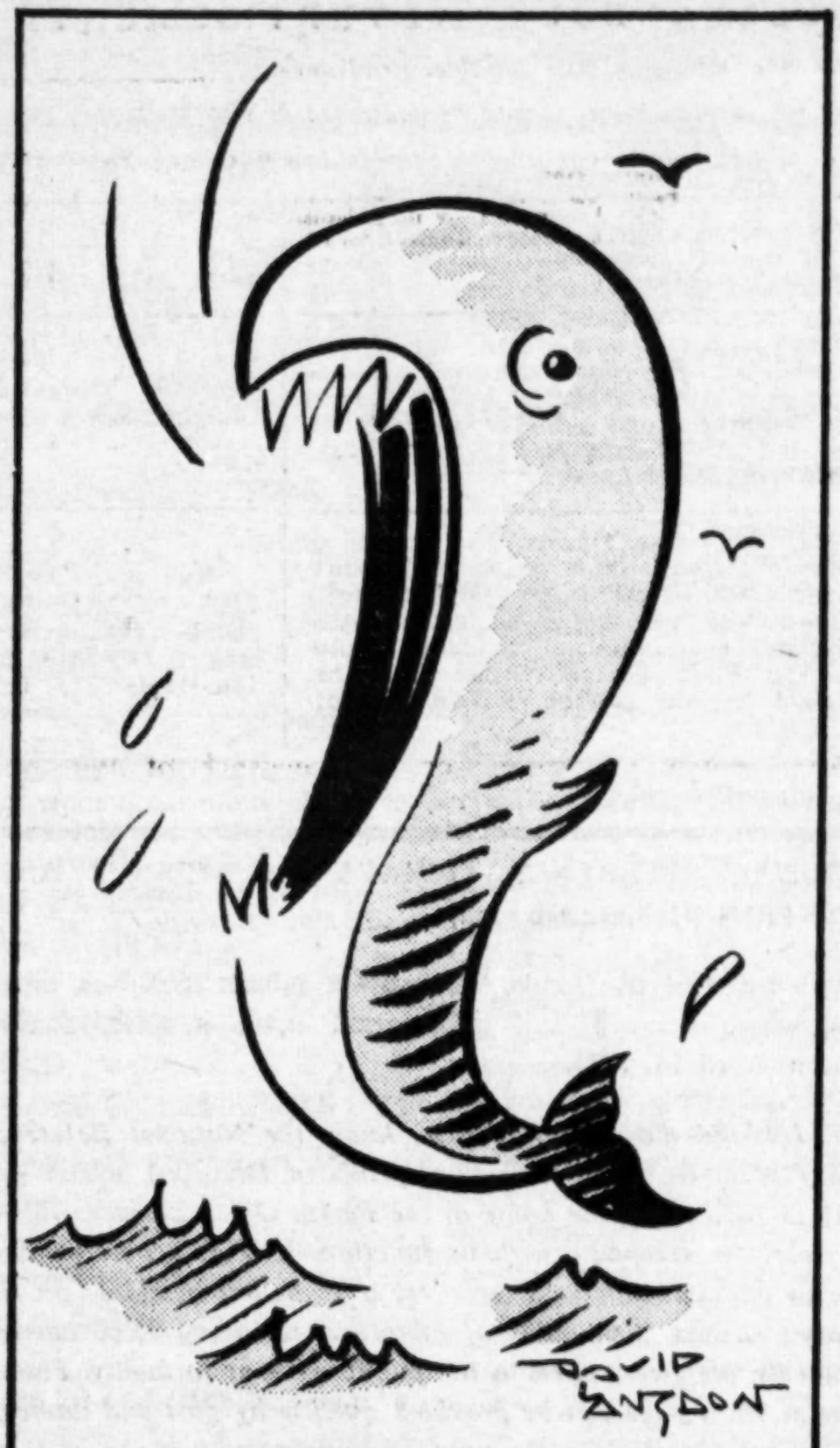

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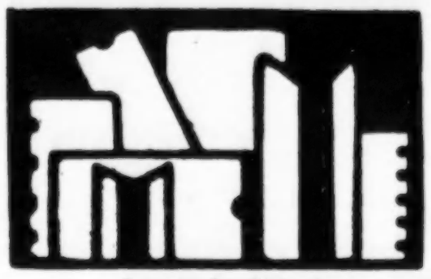

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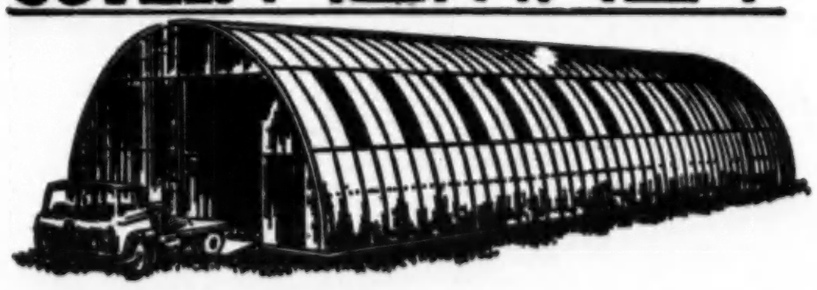

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